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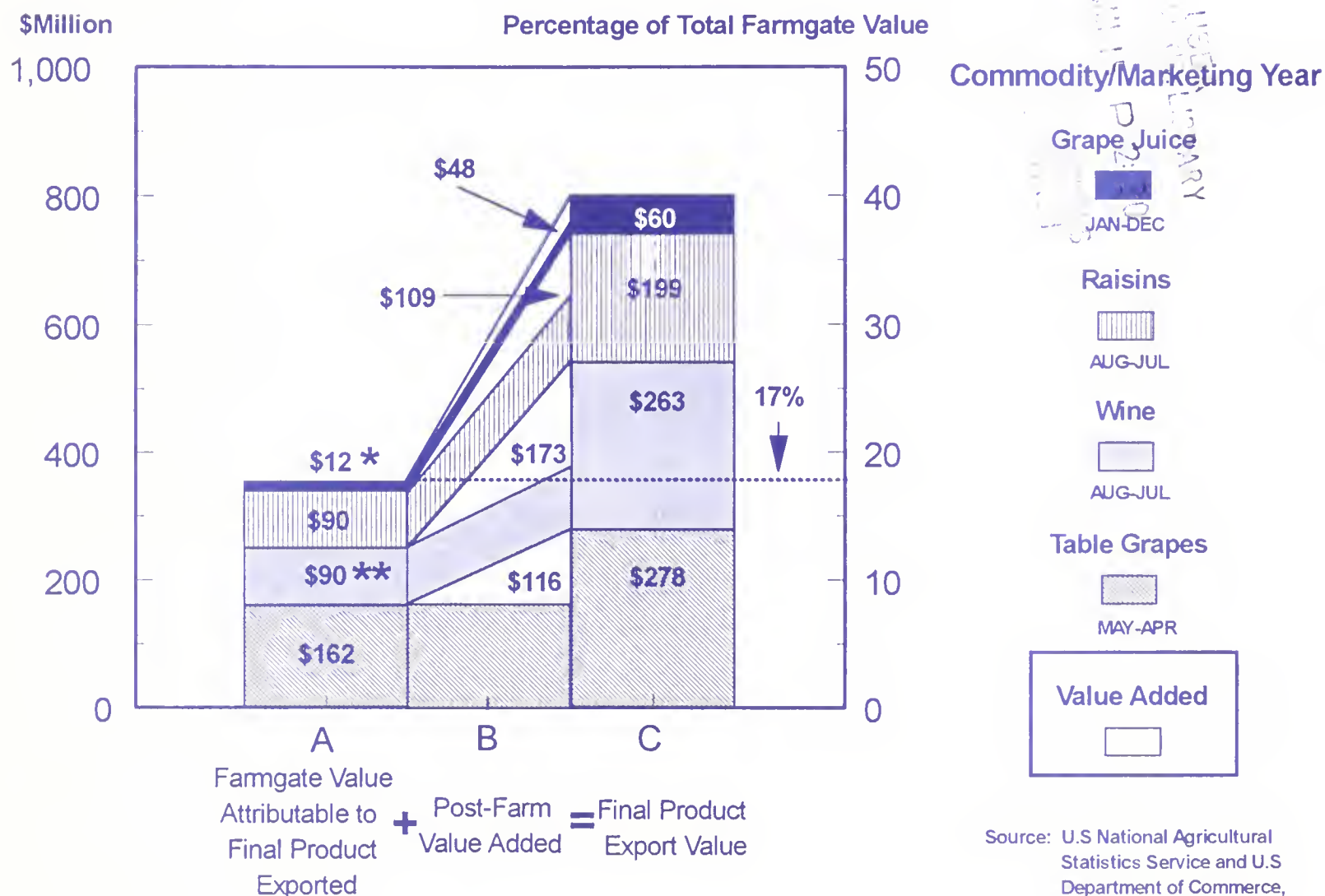
United States  
Department of  
Agriculture

Foreign  
Agricultural  
Service

Circular Series  
FHORT 01-97  
January 1997

# World Horticultural Trade and U.S. Export Opportunities

## Exports of Grapes, Wine, Raisins, and Juice Generate 17 Percent of U.S. Grower Receipts for Grapes in 1995/96



\* Understated because some grapes indicated as wine use were actually used for juice.  
\*\* Slightly overstated because some grapes indicated as wine use were actually for juice.

Exports of grapes and grape products contribute strongly to U.S. grape grower and processor revenues. The four major grape products exported-- table grapes, grape wine, raisins, and grape juice-- accounted for an estimated \$353 million, or 17 percent of the farmgate value of U.S. grape production in 1995/96. The value of these products is more than doubled, to \$800 million, by processing, packing, and marketing prior to export. Table grape shipments (\$278 million) accounted for 35 percent of total U.S. grape products exported in 1995/96; grape wine (\$263 million) for 33 percent; raisins (\$199 million) for 25 percent; and grape juice (\$60 million) for 8 percent. Moreover, U.S. exports of grapes and grape products have increased 35 percent since 1991/92.

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#### ANALYSIS

Sam Rosa	202-720-6086	Fresh deciduous fruit, apple juice, olives, stone fruit, and CBI
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, and tropical fruits
Bob Knapp	202-720-4620	Canned deciduous fruit and kiwifruit
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, tea, spices, essential oils, ginseng, and trade forecasts
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, and circular coordinator
Joe Somers	202-720-2974	Situation and outlook group leader, processed citrus, trade forecast coordinator, FAO citrus liaison, and circular editor
Debbie Seidband	202-720-6877	Sugar, honey, and fresh citrus
Yvette Wedderburn Bomersheim	202-720-9903	Wine and brandy, table grapes, GSM-102 export credits, NAFTA coordinator and supplier credits

#### MARKETING

Sarah Hanson	202-720-0911	Deciduous fruit
Ted Goldammer	202-720-8498	Fresh citrus and products, hops, berries, wine, brandy, and potatoes
Pamela McKenzie	202-720-8495	Canned deciduous fruit, grape juice, cranberry juice, kiwifruit, and honey
Stacey Peckins	202-720-5330	Tree nuts, papaya, foliage, plants
Steve Shnitzler	202-720-8495	Dried fruit, avocados, tomatoes, vegetables, and ginseng

For subscription questions or address changes, please contact Robertha McLean, 202-720-9445.

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### Export Summary

U.S. exports of horticultural products to all countries in October reached \$1.07 billion, up 11 percent from the same month a year earlier. Eleven out of 15 categories of horticultural exports registered increases. Categories with the most significant increases in October were tree nuts (up \$64.8 million or 33 percent); fresh vegetables (up \$16.7 million or 23 percent); fresh noncitrus fruit (up \$13.5 million or 11 percent); and wine (up \$9.2 million or 37 percent). The category with the most significant decrease was fresh citrus (down \$9.6 million or 22 percent). The forecast for fiscal 1997 horticultural exports is \$10.5 billion, 5 percent above the revised 1996 value of \$10.0 billion. This increase is based on the expectation of continued sales recovery to Mexico and steady growth to key Pacific Rim countries, Latin American countries, and Canada. Export growth to Japan, the third largest horticultural export market after Canada and the EU-15, is expected to remain slow due in part to the relative strength of the dollar. Please note that essential oil items and grape brandy have been shifted into the horticultural trade group and thus trade data included in this publication are not comparable to data in previous publications.

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All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,  
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,  
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

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U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES  
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR  
OCT 96

NAME		QUANTITY				VALUE (1,000 DOLLARS)					
GROUP	& COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TO DATE LAST YR	YR TO DATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FR, FRUIT CITRUS	MT										
	GRAPEFRUIT	35,903	33,724	35,903	33,724	497,339	19,638	16,783	19,638	16,783	258,857
	LEMONS	10,334	9,545	10,334	9,545	132,268	13,280	9,115	13,280	9,115	114,653
	ORANGES, INCL TEMPLS	16,224	10,990	16,224	10,990	513,629	9,405	6,512	9,405	6,512	287,699
	OTHER CITRUS	1,851	2,026	1,851	2,026	30,207	1,506	1,855	1,506	1,855	24,774
	Subtotal:----	64,312	56,286	64,312	56,286	1,173,445	43,830	34,267	43,830	34,267	685,984
FR, FRT, NON-CIT	MT										
	APPLES	58,522	66,065	58,522	66,065	564,952	37,296	39,978	37,296	39,978	371,336
	AVOCADOS	1,563	916	1,563	916	10,090	1,093	777	1,093	777	12,342
	CHERRIES SWT & TRT	805	332	805	332	34,701	700	391	700	391	130,806
	GRAPES	42,535	40,639	42,535	40,639	240,097	49,172	56,942	49,172	56,942	303,291
	KIWI/FRUIT	174	404	174	404	5,315	265	498	265	498	7,377
	MELONS	9,203	9,347	9,203	9,347	223,272	4,414	4,472	4,414	4,472	80,607
	PAPAYA	707	601	707	601	8,273	1,417	1,453	1,417	1,453	19,100
	PEACHES & NCTRNS	1,036	1,583	1,036	1,583	74,822	7,864	1,261	7,864	1,261	71,899
	PEARS	21,209	27,501	21,209	27,501	144,425	11,867	15,214	11,867	15,214	84,460
	PLUMS/PRUNES	1,660	1,516	1,660	1,516	17,192	1,715	1,385	1,715	1,385	60,697
	STRAWBERRIES	4,574	3,901	4,574	3,901	53,692	9,670	9,071	9,670	9,071	91,673
	OTHER NON-CITRUS	5,831	7,203	5,831	7,203	47,786	6,776	7,334	6,776	7,334	62,553
	Subtotal:----	147,826	160,012	147,826	160,012	1,474,624	125,256	138,782	125,256	138,782	1,296,148
CNO/PRP FRUIT	MT										
	CHERRIES TRT CNO	879	860	879	860	9,960	1,052	1,193	1,052	1,193	13,059
	FRUIT MIXTURES	3,072	3,101	3,072	3,101	26,875	3,521	3,758	3,521	3,758	31,614
	MARACHINO CHRY	322	423	322	423	7,755	631	857	631	857	13,325
	PEACHES CANNED	1,861	2,142	1,861	2,142	17,776	1,689	2,236	1,689	2,236	17,249
	PINEAPPLE CANNED	375	161	375	161	3,338	320	156	320	156	3,112
	FRT PRP/PRS	6,021	6,521	6,021	6,521	69,435	7,340	8,184	7,340	8,184	80,511
	OTHER CANNED FR	3,215	4,002	3,215	4,002	49,742	3,631	4,485	3,631	4,485	44,684
	Subtotal:----	15,749	17,213	15,749	17,213	184,885	18,187	20,871	18,187	20,871	204,157
ORIEO FRUIT	MT										
	PRUNES ORIEO	7,928	7,278	7,928	7,278	62,548	18,012	15,402	18,012	15,402	139,072
	RAISINS ORIEO	13,671	16,012	13,671	16,012	118,824	22,976	27,508	22,976	27,508	200,419
	OTHER ORIEO FRUIT	2,880	2,819	2,880	2,819	22,410	7,530	8,190	7,530	8,190	55,474
	Subtotal:----	24,480	26,109	24,480	26,109	203,783	48,519	51,102	48,519	51,102	394,966
FROZEN FRUIT	MT										
	BLUEBERRIES, FZN	938	1,009	938	1,009	13,784	1,480	1,981	1,480	1,981	18,712
	STRAWBERRIES, FZN	1,069	1,245	1,069	1,245	21,890	1,425	1,568	1,425	1,568	28,346
	OTHER FZN FRUIT	3,261	1,319	3,261	1,319	28,612	4,022	1,990	4,022	1,990	36,707
	Subtotal:----	5,268	3,575	5,268	3,575	64,287	6,928	5,540	6,928	5,540	83,766
FRT&VEG JUICE (SSE)	KL										
	GRAPEFRUIT JU CNC	3,015	4,831	3,015	4,831	63,392	2,236	2,935	2,236	2,935	43,790
	ORANGE JU NT CNC	11,109	14,021	11,109	14,021	107,851	8,155	9,531	8,155	9,531	109,184
	ORANGE JUICE CNC	19,617	15,737	19,617	15,737	325,755	10,668	11,940	10,668	11,940	163,944
	OTHER JUICES	48,721	42,232	48,721	42,232	489,240	32,334	27,744	32,334	27,744	348,224
	Subtotal:----	82,463	76,823	82,463	76,823	1,031,670	53,395	52,152	53,395	52,152	665,144
VEGETABLES FR	MT										
	ASPARAGUS, FR, CHLO	118	105	118	105	14,343	312	276	312	276	51,665
	BROCCOLI	8,202	7,467	8,202	7,467	129,396	5,456	4,937	5,456	4,937	84,418
	CAULIFLOWER	7,420	9,022	7,420	9,022	107,457	4,608	5,610	4,608	5,610	71,619
	CELERY	7,105	7,778	7,105	7,778	116,727	2,814	2,526	2,814	2,526	38,886
	LETTUCE, FR, CH.	23,619	26,486	23,619	26,486	286,293	11,138	12,634	11,138	12,634	132,876
	ONION, FR	22,751	35,066	22,751	35,066	224,447	6,261	11,608	6,261	11,608	69,738
	PEPPERS	4,529	4,831	4,529	4,831	58,504	3,296	3,722	3,296	3,722	46,467
	TOMATOES, FR, CH.	12,336	11,803	12,336	11,803	131,284	8,499	9,038	8,499	9,038	100,428
	OTHER VEG, FR.	41,661	46,632	41,661	46,632	722,920	29,630	38,333	29,630	38,333	383,226
	Subtotal:----	127,745	149,194	127,745	149,194	1,791,375	72,018	88,687	72,018	88,687	979,326
VEGETABLES CANNED	MT										
	CATSUP & CHILI SA	3,411	3,368	3,411	3,368	41,143	2,503	2,502	2,503	2,502	30,851
	SWEET CORN CANNED	13,237	15,151	13,237	15,151	168,615	10,358	12,001	10,358	12,001	136,983
	TOMATO PASTE	12,319	11,837	12,319	11,837	101,058	9,227	9,284	9,227	9,284	77,392
	TOMATO SAUCE	7,466	8,735	7,466	8,735	84,053	7,467	8,161	7,467	8,161	79,867
	OTHER CANNED VEG.	19,500	23,300	19,500	23,300	253,824	25,104	28,768	25,104	28,768	315,357
	Subtotal:----	55,914	62,394	55,914	62,394	648,695	55,362	60,717	55,362	60,717	640,452
FROZEN VEGETABLES	MT										
	FROZEN FRENCH FRY	26,850	31,642	26,850	31,642	350,486	19,874	23,490	19,874	23,490	256,184
	FZN SWT CORN	6,212	5,142	6,212	5,142	59,252	5,114	4,624	5,114	4,624	50,829
	OTHER POT. FZN	1,692	4,966	1,692	4,966	20,771	1,302	2,737	1,302	2,737	17,868
	OTHER FZN VEG	6,193	5,319	6,193	5,319	71,459	5,852	4,951	5,852	4,951	63,019
	Subtotal:----	40,949	47,071	40,949	47,071	501,970	32,144	35,803	32,144	35,803	387,901
OEHYO VEGETABLES	MT										
	GARLIC OEHY	768	1,170	768	1,170	9,622	1,813	2,364	1,813	2,364	21,689
	ONIONS OEHY	2,671	2,772	2,671	2,772	30,465	6,554	6,406	6,554	6,406	70,479
	POTATO OEHYO	3,990	3,546	3,990	3,546	50,240	4,180	3,744	4,180	3,744	57,053
	OTHER OEHY VEG.	4,245	6,495	4,245	6,495	55,708	6,547	8,001	6,547	8,001	82,286
	Subtotal:----	11,675	13,984	11,675	13,984	146,036	19,096	20,517	19,096	20,517	231,509
TREE NUTS	MT										
	ALMOND SH/PRP	34,111	28,931	34,111	28,931	282,227	90,622	139,321	90,622	139,321	894,224
	ALMONDS, UNSHLO	2,551	3,541	2,551	3,541	19,608	6,302	8,376	6,302	8,376	47,852
	PISTACHIO, UNSHLO	7,688	879	7,688	879	10,230	5,668	3,961	5,668	3,961	36,473
	WALNUTS, SHLO	2,117	2,732	2,117	2,732	21,139	6,358	9,322	6,358	9,322	74,538
	WALNUTS, UNSHLO	32,027	36,241	32,027	36,241	62,143	61,683	78,498	61,683	78,498	121,252
	OTHER NUTS	12,142	9,322	12,142	9,322	73,592	28,699	24,601	28,699	24,601	206,474
	Subtotal:----	84,639	81,649	84,639	81,649	468,941	199,235	264,081	199,235	264,081	1,380,816
NURSERY PRODUCTS	NONE										
	CUT FLOWERS	0	0	0	0	0	3,712	4,147	3,712	4,147	46,529
	OTHER NURSERY	0	0	0	0	0	12,449	12,895	12,449	12,895	154,598
	Subtotal:----	0	0	0	0	0	16,162	17,043	16,162	17,043	201,128
HOPS & PRODUCTS	MT										
	HOP EXTRACT	230	175	230	175	3,751	3,819	3,501	3,819	3,501	60,223
	HOP PELLETS	446	331	446	331	5,549	2,341	2,604	2,341	2,604	30,441
	HOPS, NSFP	694	353	694	353	2,859	3,242	1,877	3,242	1,877	16,847
	Subtotal:----	1,371	860	1,371	860	12,160	9,403	7,983	9,403	7,983	107,512
WINE	KL										
	GRAPE WINES	13,047	16,687	13,047	16,687	154,853	23,415	32,021	23,415	32,021	286,426
	OTHER WINE PRODUCTS	1,223	1,561	1,223	1,561	15,157	2,361	1,939	2,361	1,939	18,267
	Subtotal:----	14,270	18,249	14,270	18,249	170,011	24,776	33,961	24,776	33,961	304,694
MISCELLANEOUS	KL										
	BEER & BEVERAGES	74,745	52,423	74,745	52,423	744,402	44,364	34,045	44,364	34,045	452,773
	EDIBLE PREPARATIONS	17,607	19,324	17,607	19,324	208,290	58,383	87,608	58,383	87,608	813,101
	GINSENG	323	275	323	275	892	27,912	19,731	27,912	19,731	77,526
	POTATO CHIPS	5,780	5,546	5,780	5,546	59,921	16,205	13,909	16,205	13,909	166,158
	OTHER MISC.	0	0	0	0	0	88,007	81,136	88,007	81,136	955,472
	Subtotal:----	98,458	77,570	98,458	77,570	1,013,508	234,871	236,429	234,871	236,429	2,465,030
Grand Total:						959,182	1,067,935	959,182	1,067,935	10,028,533	

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES  
WORLD TOTAL OCTOBER-SEPTEMBER YEAR  
OCT 96

NAME		QUANTITY					VALUE (1,000 DOLLARS)				
GROUP &	COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TO DATE LAST YR	YR TO DATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH FRUIT	MT										
	APPLES	18,002	21,490	18,002	21,490	175,490	5,030	5,708	5,030	5,708	103,230
	AVOCADO	8,425	6,484	8,425	6,484	23,118	7,721	6,042	7,721	6,042	20,455
	BANANA	330,053	311,779	330,053	311,779	3,782,706	94,375	91,148	94,375	91,148	1,093,211
	CANTELOUPE	2,374	5,647	2,374	5,647	333,901	779	924	779	924	106,030
	GRAPE	2,274	2,198	2,274	2,198	341,098	370	588	370	588	344,799
	KIWIFRUIT	568	1,020	568	1,020	37,301	577	1,091	577	1,091	24,039
	MANGO	744	2,583	744	2,583	166,058	1,062	3,317	1,062	3,317	100,039
	PEACH	8	20	8	20	41,287	5	26	5	26	31,084
	PEAR	372	232	372	232	57,371	1,261	641	1,261	641	34,106
	PINEAPPLE	9,490	11,642	9,490	11,642	128,547	3,296	5,399	3,296	5,399	47,757
	STRAWBERRY	13	21	13	21	30,048	40	22	40	22	54,527
	OTHER MELON	7,124	11,901	7,124	11,901	327,524	2,245	3,981	2,245	3,981	92,780
	OTHER FRUIT	57,115	57,260	57,115	57,260	542,849	26,438	27,370	26,438	27,370	263,393
	Subtotal:-----	434,569	432,282	434,569	432,282	5,987,302	143,203	146,262	143,203	146,262	2,315,450
ORIO FRUIT	MT										
	ORO APRICOT	1,090	1,196	1,090	1,196	14,069	2,257	2,970	2,257	2,970	30,639
	ORO FIG & PASTE	662	922	662	922	5,044	1,604	2,159	1,604	2,159	7,187
	OTHER ORO FRUIT	2,256	2,159	2,256	2,159	25,302	3,192	3,971	3,192	3,971	39,682
	Subtotal:-----	4,009	4,278	4,009	4,278	44,415	7,054	9,101	7,054	9,101	77,509
FROZEN FRUIT	MT										
	FZN BLUEBERRIES	924	1,705	924	1,705	10,471	1,098	3,285	1,098	3,285	16,085
	FZN STR	148	231	148	231	21,148	249	294	249	294	17,668
	OTHER FZN FRUIT	1,829	2,507	1,829	2,507	33,719	2,139	3,044	2,139	3,044	38,421
	Subtotal:-----	2,903	4,444	2,903	4,444	65,339	3,488	6,624	3,488	6,624	72,175
CANNED/PREP FRUIT	MT										
	CANNED OLIVES	6,086	6,234	6,086	6,234	67,564	17,552	17,246	17,552	17,246	181,991
	CANNED PEACH	1,316	3,505	1,316	3,505	59,848	1,387	3,649	1,387	3,649	64,148
	CANNED PINEAPPLE	1,880	4,527	1,880	4,527	17,061	1,275	2,966	1,275	2,966	11,725
	MIXED FRUIT	28,600	24,505	28,600	24,505	306,266	15,589	17,381	15,589	17,381	195,434
	PREP/PRES FRUIT	2,021	2,093	2,021	2,093	46,109	1,989	2,416	1,989	2,416	42,608
	OTHER CANNED FRUIT	5,676	6,441	5,676	6,441	64,693	8,753	7,982	8,753	7,982	88,398
	Subtotal:-----	51,131	53,411	51,131	53,411	630,695	53,541	58,972	53,541	58,972	662,879
FRUIT&VEG JUICE (SSE)	KL										
	APPLE JUICE	61,797	62,123	61,797	62,123	856,696	21,817	23,333	21,817	23,333	327,266
	FCOJ	30,320	128,803	30,320	128,803	818,743	7,039	31,317	7,039	31,317	215,337
	GRAPE JU	13,975	19,991	13,975	19,991	218,865	3,640	6,658	3,640	6,658	62,895
	PINAP JU	23,887	28,014	23,887	28,014	323,038	4,527	7,580	4,527	7,580	85,004
	OTHER FRUIT JUICES	14,448	17,532	14,448	17,532	237,982	8,376	10,230	8,376	10,230	139,434
	Subtotal:-----	144,428	256,464	144,428	256,464	2,453,327	45,400	79,120	45,400	79,120	829,939
FRESH VEGETABLES	MT										
	GARLIC	534	626	534	626	22,437	560	918	560	918	27,212
	ASPARAGUS	3,306	3,913	3,306	3,913	33,333	5,161	5,246	5,161	5,246	58,156
	BELL PEPPER	4,638	5,221	4,638	5,221	165,548	4,943	6,452	4,943	6,452	147,921
	CARROTS	12,147	12,290	12,147	12,290	101,942	3,077	2,604	3,077	2,604	24,297
	CHILI PEPPER	8,931	9,629	8,931	9,629	104,009	3,668	2,806	3,668	2,806	51,477
	CUCUMBER	6,395	9,890	6,395	9,890	295,906	1,801	4,193	1,801	4,193	115,607
	ONIONS	6,167	9,875	6,167	9,875	266,779	5,759	8,586	5,759	8,586	146,632
	POTATO, INCL SO	36,978	25,194	36,978	25,194	489,907	6,623	5,374	6,623	5,374	98,580
	SQUASH	6,499	8,070	6,499	8,070	132,970	2,642	4,833	2,642	4,833	67,299
	TOMATOES	29,737	37,136	29,737	37,136	724,621	18,705	25,329	18,705	25,329	679,977
	OTHER FRESH VEGETAB	25,851	25,324	25,851	25,324	435,236	13,813	13,745	13,813	13,745	234,033
	Subtotal:-----	141,187	147,172	141,187	147,172	2,772,694	66,758	80,092	66,758	80,092	1,651,199
CANNED/OTHER VEGET	MT										
	CNO ARTICHOKE	2,064	2,115	2,064	2,115	26,367	3,990	3,595	3,990	3,595	45,212
	CANNED BAMBOO	5,051	3,526	5,051	3,526	27,392	4,785	3,268	4,785	3,268	27,055
	CNO MSHROOMS	3,912	4,909	3,912	4,909	56,569	9,471	9,247	9,471	9,247	115,560
	CNO PIMIENTO	521	946	521	946	8,171	702	1,209	702	1,209	10,493
	CNO TOM	5,321	6,755	5,321	6,755	48,629	2,252	3,034	2,252	3,034	20,491
	CANNED WATERCHESTNU	1,212	1,616	1,212	1,616	39,633	946	1,678	946	1,678	31,746
	TOMATO PASTE & SAUC	4,455	2,213	4,455	2,213	34,203	3,474	2,811	3,474	2,811	31,648
	ORIO MUSHROOMS	80	99	80	99	1,535	1,154	1,253	1,154	1,253	17,048
	ORIO TOMATOES	508	1,120	508	1,120	6,105	1,950	4,132	1,950	4,132	23,027
	OTHER OEHYO VEGETAB	10,060	8,397	10,060	8,397	105,031	9,428	8,644	9,428	8,644	128,552
	OTHER CANNED VEGETA	17,731	22,320	17,731	22,320	210,461	17,046	20,008	17,046	20,008	198,012
	Subtotal:-----	50,921	54,021	50,921	54,021	564,102	55,203	58,884	55,203	58,884	648,648
FROZEN VEGETABLES	MT										
	BROCCOLI FZN	15,271	16,047	15,271	16,047	181,663	8,940	10,036	8,940	10,036	102,187
	CAULIFLOWER FZN	2,713	2,882	2,713	2,882	18,351	1,743	1,976	1,743	1,976	11,559
	POTATO FZN	14,025	19,496	14,025	19,496	183,071	8,636	12,000	8,636	12,000	112,892
	OTHER VEG FZN	34,687	16,139	34,687	16,139	208,663	8,912	11,559	8,912	11,559	104,601
	Subtotal:-----	66,696	54,565	66,696	54,565	591,749	28,233	35,572	28,233	35,572	331,241
TREE NUTS	MT										
	BRAZILS TOT	377	0	377	0	1,298	1,015	0	1,015	0	3,399
	CASHEWS TOT	4,705	84	4,705	84	13,585	23,592	407	23,592	407	67,749
	COCONUT	6,000	1,926	6,000	1,926	28,695	4,844	2,477	4,844	2,477	28,353
	PECANS	2,045	1,530	2,045	1,530	24,814	4,495	4,043	4,495	4,043	53,622
	OTHER NUTS	2,090	10,552	2,090	10,552	86,901	8,042	36,893	8,042	36,893	328,098
	Subtotal:-----	15,218	14,094	15,218	14,094	155,295	41,990	43,822	41,990	43,822	481,223
NURSERY PRODUCTS	M										
	CARNATIONS	94,503	82,376	94,503	82,376	1,278,692	8,539	6,772	8,539	6,772	129,576
	CHRISTMAS TREES	4	2	4	2	2,125	15	14	15	14	18,093
	CHRYSANTHEMUMS	56,488	56,953	56,488	56,953	675,093	6,464	7,708	6,464	7,708	81,982
	ROSES	62,587	70,799	62,587	70,799	825,806	11,388	12,345	11,388	12,345	184,874
	TULIP BULBS	66,880	61,364	66,880	61,364	341,259	9,175	7,382	9,175	7,382	42,073
	OTHER CUT FLOWERS	0	0	0	0	0	11,968	12,838	11,968	12,838	186,542
	OTHER NURSERY PRODU	0	0	0	0	0	28,485	28,415	28,485	28,415	277,365
	Subtotal:-----	280,464	271,496	280,464	271,496	3,122,977	76,037	75,476	76,037	75,476	802,962
HOPS & PRODUCTS	MT										
	HOPS & PELLETS	36	77	36	77	5,364	145	337	145	337	37,979
	OTHER HOP PRODS	0	1	0	1	502	18	4	18	4	3,698
	Subtotal:-----	36	78	36	78	5,867	164	341	164	341	41,677
WINE	KL										
	RED WINE	13,763	16,304	13,763	16,304	154,800	57,183	62,663	57,183	62,663	582,072
	SPARKLING WINE	7,009	6,828	7,009	6,828	31,068	68,504	71,390	68,504	71,390	313,976
	WHITE WINE	11,835	13,317	11,835	13,317	106,619	40,882	48,978	40,882	48,978	361,253
	OTHER WINE PRODUCTS	0	0	0	0	0	10,304	18,316	10,304	18,316	102,860
	Subtotal:-----	32,608	36,451	32,608	36,451	292,489	176,874	201,349	176,874	201,349	1,360,162
MISCELLANEOUS	KL										
	BEER & BEVERAGES	128,205	138,976	128,205	138,976	1,565,134	111,563	125,147	111,563	125,147	1,365,033
	OTHER MISC.	0	0	0	0	0	109,575	133,763	109,575	133,763	1,307,570
	Subtotal:-----	128,205	138,976	128,205	138,976	1,565,134	221,138	258,911	221,138	258,911	2,672,604
Grand Total:							919,088	1,054,526	919,088	1,054,526	12,075,218

## **EXPORT NEWS AND OPPORTUNITIES**

### **U.S. orange exports to Korea expected to grow**

U.S. orange exports to Korea in 1997 are expected to reach a record 40,000 tons. U.S. oranges account for virtually all of Korea's orange imports. Under the terms of the Uruguay Round Agreement, the import quota for oranges was 15,000 tons in 1995, 20,000 tons in 1996 and will increase to 25,000 tons during the first 6 months of 1997 with full liberalization on July 1, 1997. Orange imports are expected to total 25,000 tons in the first half of 1997 with trade sources expecting imports to reach an additional 15,000 tons during the second half of the year. The first 25,000 tons of oranges entering Korea in 1997 will be subject to a tariff of 50 percent. Beginning on July 1, 1997, over-quota imports will be allowed to enter subject to a tariff of 88 percent. The tariff rate quota increases after 1997 until it reaches 57,000 tons in 2004, and the over-quota tariff gradually declines until it falls to 55% in 2004. The difference in the in-quota and over-quota tariff rate will have limited impact on actual trade, given the high prices received for oranges by Cheju Trading Cooperative, the sole importer of oranges designated by the Korean government until complete liberalization in 2005. Approximately 90 percent of the imported oranges in 1997 are expected to be navels because of their popularity with the Korean public and the remainder will be Valencia.

### **Israel interested in expanding citrus industry**

The Israeli citrus sector has begun to reestablish itself in the EU market -- not just for grapefruit, but also for the full range of citrus products including Shamoutis, Valencias, navels, lemons, limes, minneolas and pomelos. According to the trade, the Israeli industry has largely put behind it the problem of the last three years, since the reorganization of the Citrus Marketing Board of Israel (CMBI). CMBI has been able to restore grower satisfaction after it introduced a specific policy to regulate the commercial relationship

between growers and exporters. The most important change in policy was the elimination of consignment selling under which the grower bore the entire risk of selling the fruit. Now exporters purchase fruit at the farmgate price which spreads the risk between the grower and exporter. As a result of this change in policy, growers are expected to invest more in new plantings.

There have been significant new plantings in a new citrus belt in the Northern Negev (a desert area in the south of Israel), where there are relatively large areas of land available. These plantings will utilize the recycled water of Israel's main urban areas. Over 1,000 hectares of citrus were planted last year and another 1,500 hectares are planned for this year, with a target of 5,000 hectares in total by the year 2000. In addition, many abandoned groves are being replanted or have been regrafted with more profitable varieties in other citrus producing areas. Some sources predict if the Israel citrus industry realizes its plans, total citrus production may return to 1,500,000 tons sometime beyond the year 2000.

Total citrus exports are forecast to increase from 340,000 tons in the 1995/96 to about 500,000 tons after the year 2000. Much of the increase is expected in pink grapefruit, just coming into bearing followed by new varieties of easy peelers. CMBI's total promotional budget for this marketing year is estimated at \$3.6 million, of which \$3.2 million is earmarked for Europe and an additional \$400,000 for the Far East, primarily Japan.

### **GSM-102 Credit Guarantee Program: credit guarantees to the Andean Region and Brazil amended**

Since the last publication, the USDA has amended the allocation of credit guarantees available for sale of U.S. agricultural commodities to the Andean Region--Bolivia, Chile, Colombia, Ecuador, Peru, and Venezuela--under the GSM-102 program to include tomato paste. On December 3, the USDA also amended the Brazil

GSM-102 program to include dried vegetables (onion and garlic) and tomato paste. All other terms and conditions for the Andean Region and Brazil GSM-102 programs remain the same. The GSM-102 program makes available financing for the sales of U.S. agricultural commodities overseas. USDA does not provide financing, but guarantees payments due from foreign banks. USDA typically guarantees 98 percent of the principal and a portion of the interest. The GSM-102 program covers credit terms from 90 days to three years. Under the program, once a firm sale exists, the qualified U.S. exporter applies for a payment guarantee before the date of export. The U.S. exporter pays a fee calculated on the dollar amount guaranteed, based on a schedule of rates applicable to different lengths of credit periods. The CCC-approved foreign bank issues a dollar-denominated, irrevocable letter of credit in favor of the U.S. exporter, ordinarily advised or confirmed by the financial institution in the United States agreeing to extend credit to the foreign bank. The U.S. exporter may negotiate an arrangement to be paid as exports occur by assigning the U.S. financial institution the right to proceeds that may become payable under the guarantee, and later presenting required documents to that financial institution. Such documents normally include a copy of the export report. If a foreign bank fails to make any payment as agreed, the exporter or the assignee may file a claim with USDA for the amounts due and covered by the guarantee. USDA will pay the U.S. bank and will take on the responsibility of collecting the overdue amount from the foreign bank.

The table on page 8 presents FY 1997 allocations by country and product along with registrations through November 29, 1996 for various horticultural commodities and products. Repayment terms vary under the program, from 90 days to 3 years. *Cautionary information for use of the accompanying table: The table reflects only exporter applications for guarantees that have been entered into the GSM 102 computerized system. At any given time, exporter applications are in process, and not all of those received have been entered into the system. Moreover, all applications are initially*

*entered into the system on a provisional basis until price reviews have been completed, the guarantee fee has been received, and the written guarantee has been issued. Thus, some applications now in the system may in the future be removed, and the commodity balances correspondingly increased.* For details on terms and authorizations, see the footnotes to the table.

Note: The GSM will consider requests to establish a GSM-102 program for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible. (For further information on the GSM-102 program for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-9903).

#### **Supplier Credit Guarantee Program: fiscal year 1997 credit guarantees made available for Mexico; horticultural sales registered**

On December 11, 1996, the USDA authorized \$50 million in supplier credit guarantees for sales of U.S. agricultural commodities to Mexico under the Supplier Credit Guarantee Program (SCGP) for fiscal year 1997. Simultaneously, any unused allocation under the fiscal year 1996 SCGP was rescinded. The SCGP offers coverage on an f.a.s. or f.o.b. basis on sale of agricultural commodities.

The first sales registered under the new SCGP were for horticultural products. The USDA received its first exporter applications for \$20,000 of fresh fruit (apples and pears) exports to Mexico. Currently, the USDA extends supplier credit guarantee coverage to Mexico and Guatemala. The SCGP also provides credit guarantees for the sales of the following horticultural products: dried fruit, canned fruit, potatoes, tree nuts, canned vegetables, fresh vegetables, frozen vegetables, and wine and brandy.

The new Supplier Credit Guarantee Program (SCGP) is unique because it covers short-term financing extended directly by U.S. exporters to foreign buyers and requires that the importers

**FY 1997 GSM-102  
CREDIT GUARANTEE COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions)</b>	<b>Exporter Applications Received (In Millions)</b>	<b>Balance (In Millions)</b>
<b>ANDEAN REGION 2/</b>	<b>\$200.00</b>	<b>\$26.40</b>	<b>\$173.60</b>
Dried fruit 7/		\$0.00	
Fresh fruit 6/		\$0.00	
Frozen fruit		\$0.00	
Tree nuts 5/		\$0.00	
<b>BRAZIL</b>	<b>\$75.00</b>	<b>\$8.60</b>	<b>\$66.40</b>
Fresh fruit 6/		\$4.60	
Potatoes		\$0.00	
<b>CENTRAL AMERICA REGION 4/</b>	<b>\$40.00</b>	<b>\$15.00</b>	<b>\$25.00</b>
Potatoes		\$0.00	
<b>CHINA</b>	<b>\$100.00</b>	<b>\$5.10</b>	<b>\$94.90</b>
Fresh fruit (apples & cherries)		\$0.00	
Potatoes		\$0.00	
<b>CZECH REPUBLIC</b>	<b>\$10.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Fresh fruit 6/		\$0.00	
Potatoes		\$0.00	
<b>EAST AFRICA REGION 11/</b>	<b>\$35.00</b>	<b>\$0.00</b>	<b>\$35.00</b>
Potatoes		\$0.00	
<b>EAST CARIBBEAN REGION 3/</b>	<b>\$50.00</b>	<b>\$6.60</b>	<b>\$43.40</b>
Fresh fruit 6/		\$0.00	
<b>EGYPT</b>	<b>\$100.00</b>	<b>\$68.00</b>	<b>\$32.00</b>
Fresh fruit 6/		\$0.00	
Potatoes		\$0.00	
<b>INDIA</b>	<b>\$15.00</b>	<b>\$0.00</b>	<b>\$15.00</b>
Tree nuts 5/		\$0.00	
<b>INDONESIA</b>	<b>\$100.00</b>	<b>\$3.60</b>	<b>\$96.40</b>
Dried fruit 7/		\$0.00	
Fresh fruit 6/		\$0.00	
Potatoes		\$0.00	
Tree nuts 5/		\$0.00	
<b>MEXICO</b>	<b>\$500.00</b>	<b>\$265.80</b>	<b>\$234.20</b>
Fresh fruit 6/		\$0.00	
Hops and Products		\$0.00	
Potatoes		\$0.00	
Tree nuts 5/		\$0.00	
<b>PAPUA NEW GUINEA</b>	<b>\$1.00</b>	<b>\$0.00</b>	<b>\$1.00</b>
Canned vegetables			
<b>POLAND</b>	<b>\$25.00</b>	<b>\$0.00</b>	<b>\$25.00</b>
Potatoes		\$0.00	

**FY 1997 GSM-102  
CREDIT GUARANTEE COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions)</b>	<b>Exporter Applications Received (In Millions)</b>	<b>Balance (In Millions)</b>
<b>RUSSIA</b>	<b>\$30.00</b>	<b>\$17.70</b>	<b>\$12.30</b>
Canned vegetables 8/		\$0.00	
Dehydrated instant soup		\$0.00	
Fresh fruit 6/		\$0.10	
Fresh vegetables 9/		\$0.00	
Frozen vegetables		\$0.00	
Frozen concentrated orange juice		\$0.00	
Potatoes		\$0.00	
Tree nuts 5/		\$0.00	
<b>SLOVAKIA</b>	<b>\$10.00</b>	<b>\$0.00</b>	<b>\$10.00</b>
Frozen concentrated orange juice		\$0.00	
<b>SOUTHERN AFRICA REGION 10/</b>	<b>\$50.00</b>	<b>\$0.00</b>	<b>\$50.00</b>
Potatoes		\$0.00	
<b>TUNISIA</b>	<b>\$30.00</b>	<b>\$0.00</b>	<b>\$30.00</b>
Tree nuts 5/			

1/ Coverage announced for FY 1997 as of November 29, 1996 as detailed in FAS Program Announcements (tel: 202-690-1621 for information); unless otherwise noted, terms are FOB, 90-days to 3 years. 2/ Barbados, Grenada, Guyana, St. Lucia, St. Vincent, and the Grenadines, Trinidad and Tobago. 3/ Bolivia, Colombia, Ecuador, Chile, Peru, and Venezuela. 4/ Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 5/ almonds, pecans, pistachios, walnuts, Hazelnuts. 6/ Apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwifruit, lemons, melons, (watermelons, cantaloup, and honeydew), nectarines, oranges, pears, plums, peaches, raspberries, strawberries, tangerines. 7/ raisins, prunes, dates, figs, apples. 8/ asparagus, beans, carrots, corn, peas, tomatoes, tomato paste. 9/ asparagus, beans, broccoli, carrots, cauliflower, celery, corn, garlic, lettuce, onions, peppers, potatoes, and tomatoes. 10/ Angola, Botswana, Burundi, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Sudan, Seychelles, South Africa, Swaziland, Tanzania, Zambia, and Zimbabwe. 11/ Kenya and Uganda. 12/ All commodities, including those not listed.

**FY 1997  
SUPPLIER CREDIT COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions)</b>	<b>Exporter Applications Received (In Millions)</b>	<b>Balance (In Millions)</b>
<b>GUATEMALA</b>	<b>\$10.00</b>	<b>\$0.00</b>	<b>\$10.00</b>
Fresh fruit 3/		\$0.00	
<b>MEXICO</b>	<b>\$30.00</b>	<b>\$0.02</b>	<b>\$29.98</b>
Dried fruit 5/		\$0.00	
Canned fruit 4/		\$0.00	
Canned vegetables 6/		\$0.00	
Fresh fruit 3/		\$0.02	
Fresh vegetables 7/		\$0.00	
Frozen vegetables 8/		\$0.00	
Potatoes		\$0.00	
Tree nuts 2/		\$0.00	
Wine; Brandy		\$0.00	

1/ Coverage announced for FY 1997 as of November 29, 1996 as detailed in FAS Program Announcements (tel: 202-690-1621 for information). 2/ almonds, pecans, pistachios, walnuts, hazelnuts. 3/ Apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwifruit, lemons, melons, nectarines, oranges, pears, plums, peaches, raspberries, strawberries, tangerines. 4/ peaches, pears, cocktail, tart cherries. 5/ raisins, prunes, dates, figs. 6/ asparagus, beans, carrots, corn, peas, tomatoes, tomato paste. 7/ asparagus, beans, broccoli, carrots, cauliflower, celery, corn, garlic, lettuce, onions, peppers, potatoes, tomatoes. 8/ beans, broccoli, carrots, corn, spinach.

sign a promissory note in case of default on the CCC-backed payment guarantee. The SCGP emphasizes high-value and value-added products, but may include commodities or products that also have been programmed under the GSM-102 program.

Note: The GSM will consider requests to establish a SCGP for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible. (For further information on the SCGP for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-9903).

## **WORLD TRADE SITUATION AND POLICY UPDATES**

### **U.S. grape exports get boost from new Korean chemical residue policy**

Effective December 3, 1996, the Korean Government established a sulfur dioxide (SO<sub>2</sub>) tolerance on table grapes of 10 parts per million (ppm), according to a report from the U.S. Agricultural Minister-Counselor's office. This development is expected to benefit U.S. exporters significantly. Citing the lack of an approved SO<sub>2</sub> tolerance level, Korea had implemented on August 6 a total ban on the use of sodium metabisulfite pads in grape shipments. As sodium metabisulfite breaks down, it produces the SO<sub>2</sub> gas, which serves to discourage mold and preserve freshness. The industry frequently uses these pads, particularly when shipping to distant destinations, such as Korea. In seeking to secure a tolerance for the chemical, the Agricultural Minister-Counselor's office had made repeated representations, including providing information to Korea's Ministry of Health and Welfare showing that SO<sub>2</sub> was safe and widely approved by world trading partners. This material included an FAS-initiated letter from the U.S. Environmental Protection Agency attesting to the fact that it had worked with the Food and Drug Administration in approving a tolerance of 10 ppm for SO<sub>2</sub>.

With the opening of Korea's market to table

grape imports on January 1, 1996, as provided for under the Uruguay Round Agreement, the United States gained access to what is expected to become a significant new market for the U.S. table grape industry. The establishment of the 10 ppm tolerance for SO<sub>2</sub> will provide the industry an important tool for developing the market. U.S. table grape exports to Korea through the first 9 months of 1996 were valued at \$1.15 million.

### **Argentina lifts ban on fruits and vegetables from San Joaquin Valley, California**

Argentina has agreed to lift its ban for 17 counties in California, effective December 12, 1996. The 17 counties make up the agricultural region of the San Joaquin Valley, a leading horticultural production area in California. In addition, Argentina's plant quarantine officials are reevaluating the feasibility of lifting the ban for other California counties. Argentina had established the ban in October 1995 in response to earlier detections of oriental fruit fly (OFF) in Southern California. The visit of two Argentine technical experts to California in August 1996, which was funded under the Emerging Markets Technical Issue Resolution Fund, played a role in convincing Argentina to remove partially its California embargo.

### **U.S.-China phytosanitary talks yield limited progress on horticultural products**

Bilateral technical discussions with Chinese Plant Officials in Honolulu during the week of November 18 produced limited progress toward eliminating China's quarantine restrictions on imports of U.S. fruits. China agreed to improve the existing work plan for Washington State cherries, but would not consider extending shipping eligibility to California until shipments from Washington State are made. For apples, China agreed to remove the medfly trapping requirement for Washington State, but insisted that a third year of trapping be required for exporters in Oregon and Idaho. On table grapes, China committed to review its position that Fresno is the only California county that could be

considered to ship, but insisted that medfly trapping be continued even though table grapes are not a preferred host of the medfly. In general, China refused to accept the international declaration that medfly has been eradicated in the continental United States since June 1996. This stance will make it difficult for China to satisfy the 1992 Memorandum of Understanding, in which it pledged to eliminate scientifically unjustifiable phytosanitary restrictions on apples, citrus, table grapes and stone fruit. A follow-up meeting on these quarantine issues is tentatively planned for March 1997.

### **European Union reduces citrus processing subsidies**

The European Union cut the processing aid or subsidy it pays to citrus processors. Minimum prices to growers also were reduced.

The new processing aid for oranges was reduced by 15 percent to ECU 9.43 per 100 kg; by 8 percent for mandarins to ECU 12.20 per 100 kg; and by 20 percent to ECU 7.96 per 100 kg, for clementines. The new subsidy rate on oranges is equivalent to about \$117 per metric ton or \$4.78 per 90 lb. box.

The minimum price paid to growers for oranges was cut by 7.5 percent to ECU 14.18 per 100 kg.; for mandarins, down 4 percent to ECU 15.95 per 100 kg.; and for clementines, down 8 percent to ECU 13.63. The price remained unchanged for satsumas. The minimum price for oranges is equivalent to \$176 per ton or \$7.18 per box.

In the future, aid will be granted based on three different criteria. The categories are based on 1) whether contracts are concluded between processors and producer organizations; 2) whether the contracts are concluded over several marketing years; and 3) whether supplies are purchased from individual, non-associated producers. Over the next 5 years, the level of support will decrease, after which it will remain fixed.

## Situation and Outlook for Frozen French Fries

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French fry exports in 1996/97, from 3 major exporting countries - - the United States, Canada, and the Netherlands - - are forecast at a record 1.58 million metric tons, 5 percent above the previous year's shipments. All 3 countries are expected to register export gains in 1996/97. Canada is expected to account for nearly 50 percent of the combined 3 countries' export increase in 1996/97. U.S. frozen french fry exports reached a record \$256.3 million and 350,000 tons in 1995/96, double the value and volume of just 5 years ago. U.S. french fry exports are forecast to increase 7 percent in 1996/97. Rising per capita incomes in many countries, ongoing Market Access Program activities, and the increasing popularity of U.S.-style fast food restaurants, particularly in East Asia and Latin America, are expected to continue to spur demand for french fries. Japan is the largest U.S. market, accounting for more than half of total U.S. shipments.

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### Summary

Frozen french fry production in 1996/97 in 3 selected exporting countries (the United States, Canada, and the Netherlands) and one importing country (Japan) is forecast at 5.25 million tons, about 5 percent above the previous year's record output. The United States is the world's largest producer of french fries. The Netherlands is the world's largest exporter. Japan, Germany and the United Kingdom are the largest importers.

French fry exports from the 3 surveyed exporting countries in 1996/97 are forecast at 1.58 million tons, approximately 5 percent above the previous season's volume. Continued robust international demand from food service companies is expected to boost exports. Expected strong demand in Japan will boost imports. U.S. imports from Canada will increase due to expanded capacity in Canada and favorable exchange rates.

Japan depends heavily on imports of french fries, due to its limited domestic production capacity. Despite the lingering economic recession in Japan, the fast food segment of the food service industry continues to grow as firms seek to maintain lower-

priced menus. Japanese french fry imports in 1996/96 are forecast at 240,000 tons, 12 percent above the previous year's imports.

### United States

The 1996/97 U.S. potato crop is forecast at 22.3 million tons, 11 percent above the previous season's harvest. Based on the large U.S. potato crop and increased domestic demand for french fries, U.S. french fry production in 1996/97 is forecast to rise 5 percent to 3.4 million tons.

From 1985 to 1996, the proportion of U.S. potatoes entering the processing market has risen from 47 to 58 percent of total potato use. The volume of potatoes for processing exceeded 80 pounds per capita in 1990 and is estimated at 93 pounds in 1996, a 16-percent gain. Most U.S. potatoes are processed into frozen potato products, with per capita consumption in 1996 estimated at 59 pounds. Most of the frozen potato products consist of french fries. From 1990 to 1996, U.S. production of french fries increased 4 percent annually. Most of the growth in U.S. french fry consumption comes from sales to the

food service sector.

As the U.S. french fry industry developed, exports of french fries, especially to food service markets in many countries, increased sharply. In 1995/96, U.S. exports of french fries increased 7 percent to a record 350,000 tons, accounting for about 11 percent of domestic production. The top 5 U.S. french fry markets, accounting for nearly 75 percent of 1995/96 shipments, included Japan with 53 percent, South Korea and Hong Kong with 6 percent each, and Taiwan and the Philippines each with 4 percent. In 1996/97, U.S. french fry exports are forecast to increase 7 percent to a record 375,000 tons. Rising incomes in many countries, ongoing Market Access Program activities, and the increasing popularity of U.S.-style fast food restaurants, particularly in East Asia and Latin America, will continue to spur demand for U.S. french fries. However, export growth may be affected by increased competition from Canada and the Netherlands and because a major U.S. food conglomerate is placing two large food service companies on the auction block. Industry sources believe that uncertainties created by the upcoming sale of the two food service operations may stall further expansion in East Asia.

In 1994/95, adequate supplies of processing potatoes of appropriate quality and size were not available in the European Union (EU), due to a reduced harvest. Consequently, the EU imported 36,936 tons of U.S. french fries, 32 times more than in the previous year. In 1995/96, U.S. shipments to the EU declined by 75 percent to 9,260 tons due to recovery of the European potato harvest.

The uniform application of Canada's labeling and packaging requirements contributed to a 56-percent boost in U.S. french fry exports to Canada in 1995/96. In November 1995, the Canadian authorities decided that labeling and packaging requirements for french fries in the food service market would apply equally to both domestic and imported product. This change meant that both U.S. and Canadian products receive identical treatment. Canada was the seventh largest U.S. market for french fries in 1995/96.

Market potential in Russia may improve, because

an important U.S. fast food chain has stopped producing french fries domestically in Russia. This company is now importing all french fries for its expanding number of Russian stores.

U.S. food service companies have consistently increased their imports of Canadian french fries. Favorable exchange rates, good product quality, and greater Canadian manufacturing capacity are the reasons for higher imports. In 1995/96, the majority (56 percent) of imports of Canadian french fries came through Eastern U.S. points of entry, while more than one third (34 percent) crossed into the United States via Great Lakes region. As more Canadian french fry plants have expanded or opened in the provinces of Manitoba and Saskatchewan, the proportion of french fries shipped from Canada's Eastern provinces has declined noticeably. In 1991/92, U.S. importers brought more than four fifths (83 percent) of their Canadian french fries through Eastern U.S. entry ports. This situation reflects the greater production capacity of french fry factories in Western Canada.

## Netherlands

Dutch potato production recovered in 1995/96 from the reduced 1994/95 harvest. Prices of potatoes in the Netherlands dropped considerably in 1995/96 averaging 26 guilders per 100 kilograms at the Rotterdam auction, down 60 percent the previous year.

The Netherlands is the world's largest french fry exporter. Exports in 1996/97 are forecast at 940,000 tons, 2 percent above 1995/96 shipments and about the same as the 1994/95 volume. About 92 percent of Dutch exports go to other countries in the European Union.

Dutch exports in 1995/96 totaled 925,000 tons, 5 percent below the initial forecast. According to Dutch industry sources, several factors contributed to the lower than expected exports. First, the french fry industry in the Netherlands had not fully recovered from the 1994/95 decline in the Dutch potato crop and the major reduction in potato output elsewhere in the European Union (EU). Without adequate quantities of potatoes, the Dutch french fry industry could not expand export

sales. Second, due to the shortfall in Dutch production, Canadian and U.S. competitors replaced exports of french fries from the Netherlands. Third, in 1995/96, customers of Dutch french fries resisted paying higher prices for french fries from the Netherlands. Fourth, manufacturers in other EU countries, such as France, gained market share owing to higher Dutch export prices. Lastly, the gradual reduction of french fry output at a now closed American-owned plant in the Netherlands may have made filling 1995/96 export orders more difficult than under normal circumstances. Nearly 93 percent of Dutch french fry exports are destined for other EU countries and 4 percent go to European countries outside the European Union.

The Netherlands has the dominant french fry industry in Europe but continues to experience acute competitive pressures as variable industrial costs rise and agricultural land becomes more expensive. French fry processors in the Netherlands are seeking to expand in northern France and Belgium where variable industrial costs of production are lower than those in the Netherlands. Competitively priced agricultural land for growing potatoes remains available in France and Belgium. With considerable growth in demand for french fries in southern Europe, plants in France and Belgium would reduce transportation costs. The Dutch manufacturers are also importing more potatoes from France and Belgium to augment supplies from the Netherlands.

France's potato sector has expanded significantly and may provide many potential advantages for Dutch companies to purchase potatoes and to build new factories. In 1994/95, France produced 1 million tons of potatoes, up from 641,000 tons in 1986/87 and manufactured 250,000 tons of frozen potato products, rising from 114,000 tons in 1986/87.

Imports of french fries into the Netherlands have remained small, accounting for about 7 percent of total supply. Imports increased 36 percent in 1995/96 due to the extended impact of the reduced 1994/95 EU potato harvest. Dutch imports of french fries will likely decrease in 1996/97 due to the larger potato harvest.

## Canada

In response to strong demand for french fries, Canadian potato farmers are expanding planted area, particularly in the provinces of Alberta, Manitoba, and Saskatchewan. Combined production in 1995/96 in these provinces rose almost 10 percent to 1.1 million tons, accounting for about 30 percent of Canada's potato crop. The total Canadian harvest for 1996 is estimated at 3.9 million tons, up 2 percent from the previous year.

Canada's total french fry production rose 8 percent in 1995/96 to 650,000 tons and is forecast to increase by the same percentage in 1996/97. Processors in Canada have expanded their production capacity to satisfy robust demand for french fries in both the domestic and international markets. With some provincial assistance for the disposal of waste water, two plants in Manitoba have almost doubled their production capacity. Meanwhile, a major U.S. french fry company is considering building a factory in Saskatchewan. In 1995/96, this U.S. enterprise grew 200 acres of potatoes in Saskatchewan for processing tests.

Canadian manufacturers of french fries continue to emphasize exports. Three-quarters of exports go to the United States. Japan is the second largest market. Exports in 1995/96 increased about 5 percent to 229,018 tons, or 35 percent of aggregate output. Exports in 1996/97 are forecast to increase 16 percent to 265,000 tons. By contrast, Canadian imports of french fries have remained small, about 2 percent of the 1995/96 aggregate supply of french fries. The United States supplies 98 percent of the Canadian french fry imports.

## Japan

Most of Japan's domestic potato production is sold in the lucrative fresh market. The Japanese french fry industry has remained comparatively small and has contracted in recent years. In 1995/96, Japan produced 16 percent of its total french fry supply. From 1993/94 to 1995/96, imports took an

increasing share of the Japanese market. Imports of french fries increased about 30 percent during that time, accounting for approximately 86 percent of Japan's total french fry supply.

As in many countries, most french fries (nearly 85 percent) in Japan are used by the food service market. For example, one U.S. fast food chain purchases more than 30 percent of Japan's total supply of domestic and imported french fries. Retail outlets, public school lunch programs, and food processors account for the balance of french fries consumed in Japan.

Japan's lingering recession has resulted in many consumers shifting to lower-priced menus, which include french fries, offered at many fast food establishments. Some Japanese fast food outlets also attract customers by featuring french fries as a promotional item.

In retail distribution channels, brand differentiation is losing prominence. Increasingly, Japanese supermarkets now offer their private label brands of french fries. These supermarkets hope to reinvigorate stagnant sales of french fries.

Japanese french fry imports increased 16 percent in 1995/96. The United States supplied 87 percent of Japan's french fry imports. Canada is the number 2 supplier. In 1996/97, imports of french fries to Japan are forecast to rise 12 percent to 240,000 tons. Conversely, Japan's domestic production is expected to decline 9 percent to 32,000 tons, as Japanese potato farmers continue to prefer to sell to the fresh market where prices are higher.

For further information on supply, distribution, and trade, contact William Janis at 202-720-0897. For further information on U.S. marketing opportunities, contact Theodore Goldammer at 202-720-8498.)

**FROZEN FRENCH FRIES: PRODUCTION, SUPPLY AND DISTRIBUTION**  
**(Metric Tons)**  
**Marketing Years, 1994/95-1996/97 <sup>1/</sup>**

Country/Marketing Year	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks	Total Distribution
Canada								
1994/95	75,000	600,000	7,445	682,445	218,757	408,688	55,000	682,445
1995/96	55,000	650,000	11,632	716,632	229,018	437,614	50,000	716,632
1996/97 <sup>F</sup>	50,000	700,000	16,000	766,000	265,000	446,000	55,000	766,000
Japan <sup>2/</sup>								
1994/95	0	38,740	185,580	224,320	0	224,320	0	224,320
1995/96	0	35,325	214,619	249,944	0	249,944	0	249,944
1996/97 <sup>F</sup>	0	32,000	240,000	272,000	0	272,000	0	272,000
Netherlands <sup>2/</sup>								
1994/95	0	1,055,000	58,000	1,113,000	938,000	175,000	0	1,113,000
1995/96	0	1,073,000	79,000	1,152,000	925,000	227,000	0	1,152,000
1996/97 <sup>F</sup>	0	1,100,000	70,000	1,170,000	940,000	230,000	0	1,170,000
United States <sup>3/ 4/ 5/</sup>								
1994/95	330,231	3,184,685	144,811	3,659,727	327,440	2,936,539	395,748	3,659,727
1995/96	395,748	3,253,910	160,023	3,809,681	349,937	3,080,332	379,412	3,809,681
1996/97 <sup>F</sup>	379,412	3,400,000	190,000	3,969,412	375,000	3,200,000	394,412	3,969,412
TOTAL								
1994/95	405,231	4,878,425	395,836	5,679,492	1,484,197	3,744,547	450,748	5,679,492
1995/96	450,748	5,012,235	465,274	5,928,257	1,503,955	3,994,890	429,412	5,928,257
1996/97 <sup>F</sup>	429,412	5,232,000	516,000	6,177,412	1,580,000	4,148,000	449,412	6,177,412

<sup>1/</sup> July-June marketing year for all countries, except for a calendar year for the Netherlands.

<sup>2/</sup> No published stocks data.

<sup>3/</sup> Stocks data from the USDA/National Agricultural Statistics Service.

<sup>4/</sup> Export and import data from U.S. Bureau of Census with 1996/97 forecasts from industry sources.

<sup>5/</sup> Production data from the American Frozen Food Institute with forecast for 1996/97 from industry sources.

**U.S. EXPORTS OF FROZEN FRENCH FRIES TO PRINCIPAL  
DESTINATIONS FOR CALENDAR YEARS  
(Metric Tons)**

Countries	1991	1992	1993	1994	1995
Japan	116,381	120,950	127,766	144,565	169,772
Hong Kong	9,222	10,250	11,622	13,734	20,533
South Korea	10,468	15,036	15,662	18,389	20,270
European Union	1,393	1,658	379	13,056	19,992
Taiwan	5,760	6,442	8,646	10,503	13,735
Singapore	4,860	6,235	6,957	7,372	12,992
Philippines	4,069	4,708	6,274	10,048	12,715
Malaysia	3,738	4,861	5,891	8,462	11,668
Mexico	3,314	6,638	8,540	13,216	7,894
Canada	5,827	5,912	6,922	7,363	7,541
All Other Countries	6,340	11,977	20,220	23,642	56,040
<b>TOTAL</b>	<b>171,371</b>	<b>194,667</b>	<b>218,878</b>	<b>270,352</b>	<b>353,152</b>

SOURCE: Bureau of Census.

**U.S. EXPORTS OF FROZEN FRENCH FRIES TO PRINCIPAL DESTINATIONS  
FOR MARKETING YEARS (JULY/JUNE)  
(Metric Tons)**

Countries	1991/92	1992/93	1993/94	1994/95	1995/96
Japan	120,973	123,736	134,450	158,699	183,767
South Korea	14,519	13,959	17,784	19,782	21,956
Hong Kong	9,702	11,260	12,812	16,592	21,136
Taiwan	6,074	7,509	9,864	11,652	15,249
Philippines	4,634	5,305	7,620	11,367	13,464
Malaysia	4,237	4,694	7,615	10,096	11,831
Canada	6,071	5,746	7,539	7,365	11,507
Mexico	4,981	7,508	10,791	10,115	10,327
Singapore	5,472	6,702	7,178	10,780	10,110
European Union	1,724	1,093	1,162	36,976	9,260
All Other Countries	7,003	15,031	23,714	34,016	41,330
<b>TOTAL</b>	<b>185,390</b>	<b>202,543</b>	<b>240,529</b>	<b>327,440</b>	<b>349,937</b>

SOURCE: U.S. Bureau of Census.

## Processed Sweet Corn Situation in Selected Countries

The smaller U.S. sweet corn pack in 1996, estimated at 2.96 million metric tons, down 2 percent from 1995, is expected to lower carryover stocks for canned and frozen sweet corn. U.S. exports of canned sweet corn in 1996 are forecast at 166,000 tons, 2 percent above the 1995 volume. Japan is the top U.S. market for canned sweet corn, with the United States accounting for 90 percent of Japan's imports. Other major U.S. canned corn markets include Taiwan, Hong Kong, Germany, Korea, the United Kingdom, Norway, Sweden and the Netherlands. U.S. exports of frozen sweet corn in 1996 are expected to approximate the 1995 level. Thailand's canned sweet corn production is expanding in response to strong export markets.

### United States

**The United States is the world's largest producer of sweet corn production for processing**

Sweet corn production for processing in the United States in calendar year 1996 is estimated at 2.96 million metric tons, down 2 percent from 1995 and 13 percent below the 1994 record crop. The decline was due mostly to a 4 percent drop in contracted area harvested.

With a good harvest estimated at 660,437 metric tons (farm weight), Washington state became the nation's leader in sweet corn production for processing in 1996. Wisconsin, the nation's usual leader in sweet corn production for processing, production was estimated at 568,811 tons, down 9 percent from 1995. The decline in Wisconsin's production was due to cool and wet weather in the spring and summer. Also, some acres were lost to spring flooding.

#### Processed sweet corn pack up and down

U.S. production of canned sweet corn in 1996 is estimated at 1.6 million tons (667,000 tons, net weight), up 6 percent from 1995; while production of sweet corn for freezing, estimated at 1.3 million tons (355,000 tons, net weight), was down 10 percent from a year ago. U.S.

sweet corn production for key producing states was as follows:

**United States: Production of Sweet Corn for Processing, Farm Weight (1,000 Metric Tons)**

States	1993	1994	1995	1996
Washington	533	600	747	660
Wisconsin	534	909	627	569
Minnesota	382	784	609	662
Oregon	352	392	410	414
New York	193	187	203	214
Indiana	152	132	112	139
Illinois	166	176	122	107
Others	157	205	185	172
Canning 1/	1,325	1,923	1,549	1,644f
Freezing 2/	1,144	1,462	1,467	1,315f
Total	2,469	3,385	3,016	2,959

Source: NASS, USDA. 1/ Farm weight data can be converted to net weight by using a factor of 0.406. 2/ Farm weight data can be converted to net weight by using a factor of 0.27. f = USDA/ERS estimates. NASS data available January 1997.

**Japan continues to be the best customer for U.S. processed sweet corn exports**

During the first 9 months of 1996, U.S. *canned*

**sweet corn** exports totaled 127,000 tons valued at \$104 million, up 5 percent in volume and 4 percent in value from the same period in 1995. Exports to Japan, the top U.S. customer, accounted for 31 percent of total shipments, followed by the European Union (EU) with 24 percent. France and the United Kingdom accounted for 35 and 29 percent, respectively, of the EU's canned sweet corn imports from the United States. Other important buyers of U.S. canned sweet corn were Taiwan, Hong Kong, Korea, Norway, Singapore, and the Philippines.

U.S. exports of **frozen sweet corn** during the same 9 month period in 1996, totaled 42,500 tons valued at \$37 million, down 5 percent in volume and 6 percent in value from the previous year's same period. In 1995, U.S. exports of frozen sweet corn totaled 61,000 tons, valued at \$53 million, were down 5 percent in volume and 7 percent in value from 1994, mostly because of decreased sales to Hong Kong and Taiwan. However, prior to calendar year 1995, U.S. frozen sweet corn exports had registered modest gains from 1992 to 1994. Japan continues to be the United States' top market for frozen sweet corn exports.

U.S. exports of **fresh sweet corn** in 1996 during the same comparable period as above, totaled 38,000 tons valued at \$16 million, down 14 percent in volume and 15 percent in value from 1995. The decline occurred primarily as a result of reduced U.S. shipments to the EU, Japan and Guatemala.

**U.S. canned corn exports to the EU** have been adversely affected by the EU's duty calculation for canned sweet corn. Reports from USEU Brussels indicate the EU Commission may be changing the duty calculation for canned sweet corn back to the pre-Uruguay Round methodology of using the drained weight as opposed to the gross weight.

#### **U.S. retail and food service prices for canned and frozen corn pack**

According to the Economic Research Service, U.S. average retail price in November 1996 for 24/300 whole kernel canned corn sold for \$8.25

per case, and food service 6/10 whole kernel canned corn sold for \$12.75 per case, f.o.b. Midwest. These prices represent an increase of 13 percent and 2 percent above those in 1995, respectively. Also, in November 1996, the U.S. retail price for 12/2.5 pound whole kernel frozen packs sold for \$0.51 per pound or \$15.30 per case, down 2 percent from the same period in 1995, while the price for food service 12/16 ounce poly-bag whole kernel frozen corn sold for \$6.90 per case, up 2 percent from the period in 1995. Prices for the above frozen corn pack are f.o.b. West Coast basis.

## **Thailand**

### **Thai canned sweet corn production expands in response to booming export markets**

The pack of canned sweet corn in marketing year 1996/97 (July-June) is estimated at 18,000 metric tons, up 50 percent from the previous year. Production in marketing year 1997/98 is projected at 24,000 tons, up 25 percent from this season's level due to strong export demand.

It is estimated that about 80 to 85 percent of canned production is currently processed by one exporting firm, Nithi Venture Public Company. Although sweet corn production is scattered around several provinces in Thailand, Nithi Venture, obtains most of its raw sweet corn from contracting farmers in Kanchana Buri Province, about 200 kilometers west of Bangkok. Nithi Venture also provides hybrid seeds and supervision to its contracted farmers and purchases raw sweet corn from the farmers at guaranteed prices. The current guaranteed price is 3.50 baht per kilogram. All sweet corn production in Thailand is irrigated and can be seeded year round and harvested within 80-85 days.

### **Thai's production of canned baby sweet corn up**

In 1996, the production of canned baby sweet corn in Thailand totaled 56,000 tons, up 10 percent from 1995. Increased area and export demand were the primary reasons for the increase. Exports in 1997 are forecast to reach 58,500 tons. Exports account for nearly 100

percent of Thailand's total production.

#### **Thailand: Production, Supply and Distribution of Canned Baby Corn, Metric Tons**

Marketing Year	1995	1996	1997
Beginning Stocks	6,500	6,565	7,485
Production	51,000	56,000	58,500
Imports	0	0	0
Total Supply	57,500	62,565	65,985
Exports	50,885	55,000	58,000
Dom. Consump.	50	80	120
Ending Stocks	6,565	7,485	7,865
Total Distribut.	57,500	62,565	65,985

Source: U.S. Agricultural Counselor, Thailand

#### **Domestic consumption unchanged**

Most Thais prefer fresh sweet corn to canned corn, because of its lower cost. Canned corn consumption in Thailand is limited mostly to large cities, where higher income consumers can afford it, and supermarkets are available. Because of rising incomes and a gradual change in life style, domestic consumption is expected to grow by 5 to 10 percent per annum.

#### **Exports continue to grow**

Exports account for 90 percent of Thailand's total sweet corn production. Nithi Venture is the major exporter. In 1995, Thailand canned sweet corn exports totaled 10,300 tons, up dramatically from only 396 tons exported in 1992. Thailand's principal markets are the United Kingdom, South Korea, Germany, Belgium, the Netherlands and

Norway. For the first 6 months of calendar year 1996 (January to June), Thailand's canned sweet corn exports totaled 6,200 tons, with South Korea, Germany, the United Kingdom, Argentina and the Netherlands accounting for 80 percent of total exports. The average fob prices for Thai canned corn in 1996 ranged from about US\$8.00 to 8.20 per case (24 cans of 12 ounce size). Thailand canned sweet corn exports are expected to continue to expand due to strong export demand and increased competitiveness of Thai products in terms of price and quality.

Exports account for nearly all of Thailand's annual frozen sweet corn production. In 1996, production of frozen sweet corn is estimated at 1,100 tons, down 8 percent from 1995.

The Thai government provides no export subsidy for the production and export of sweet corn products. Thai sweet corn processors are responsible for the promotion and sales of their own products (both canned and frozen).

The tariff rate for imported canned corn into Thailand is 54 percent of C&F import value. Because of this high tariff rate, imports of canned corn into Thailand have been insignificant, amounting to 15 tons in 1994 and 7 tons in 1995.

## **Germany**

#### **Germany's imports of canned sweet corn in 1996 unchanged from previous year**

The production of canned sweet corn in Germany is negligible, thus supply is met almost entirely by imports. German exports of canned corn are small.

In 1996, German imports of canned sweet corn are estimated at 60,000 tons, unchanged from the 1995 level, but 8 percent above 1994. In 1995, imports from France accounted for 40 percent of Germany's total supply, followed by the United States with 25 percent, Hungary with 14 percent, Thailand with 9 percent, and Italy with 5 percent. Other smaller suppliers included Canada, Israel and the Netherlands.

#### **Germany: Canned Sweet Corn Imports, Metric Tons**

Origin	1993	1994	1995
France	19,713	27,512	23,838
U.S.A.	14,125	5,567	15,156
Hungary	4,344	9,269	8,496
Thailand	1,727	3,714	5,329
Italy	4,433	5,963	2,990
Others	3,248	3,320	3,962
Total	46,590	55,345	59,771

Source: U.S. Agricultural Counselor, Germany.

## Canada

### Canada remains the world's second largest producer of sweet corn

In calendar year 1996, sweet corn production in Canada is forecast at 310,000 tons, down 11 percent from 1995. The reduction is attributed mainly to an 18 percent decline in planted area in the province of Ontario, reflecting reduced contract acreage by major processors. Ontario sweet corn growers are facing increased competition from imports of frozen sweet corn from the United States.

Canada: Canned Sweet Corn Exports, Metric Tons

Destinations	1994	1995	1996
U.K.	3,317	6,282	3,777
Germany	1,227	3,199	2,081
U.S.A.	2,958	2,267	665
Sweden	1,131	702	380
Norway	344	365	587
Netherlands	325	407	561
Spain	100	218	247
France	277	207	187
Italy	248	222	181
Net. Antilles	208	199	169
Japan	81	89	176
Others	150	797	982
Total	10,366	14,954	9,994

Source: Tiers Database; Statistics Canada

## Japan

### Canned sweet corn production up in 1996

Hokkaido is Japan's largest producing region for canned sweet corn. In 1996, production is estimated at 26,000 tons, up 3 percent from 1995. Planted area for sweet corn in 1996 totaled 12,000 hectares, down from 14,000 hectares in 1995 mainly because of the general contraction in Japanese agriculture and decreasing available farm labor. Of this area, approximately 50 percent is planned for canning, 30 percent for freezing, and 20 percent for direct human consumption. However, with nearly 70 percent of total distribution coming from lower-priced imports, domestic producers/processors

face a continued struggle to remain competitive.

Production of frozen sweet corn in Japan in 1996 is estimated at 12,000 tons, slightly below the previous year. Traditionally, imports account for about 80 percent of Japan's total frozen sweet corn domestic needs.

### Imports of canned sweet corn register modest increase in 1996

In calendar year 1996, Japanese imports of canned sweet corn are estimated at 61,000 tons, up 14 percent from 1995. The United States continued to be the largest supplier of canned sweet corn to Japan, accounting for over 90 percent of Japan's total canned sweet corn imports. Other smaller suppliers included New Zealand and Canada. Imports of frozen sweet corn in 1996 are estimated at 47,000 tons, up 2 percent from 1995. During the past several years, the United States accounted for the lion's share, about 80 percent, of Japan's total frozen sweet corn imports.

### Consumption and marketing

Canned sweet corn has a well-established presence in the Japanese market, holding shelf-space at nearly all retail levels, including convenience stores. Maintaining a presence in convenience stores is especially difficult in Japan, where shelf space is far more limited than in the United States.

Despite the product's well-developed history in Japan, all indications are that continued growth potential exists, drawing on strong consumer trends toward less time consuming, easy-to-cook products. Canned sweet corn fits well in this category and, therefore, can be successfully marketed to growing numbers of working married couples and singles "on-the-go" with long commuting times and busy urban lifestyles.

Due to inventory drawdown pressures and the so-called "price destruction" phenomenon resulting from Japan's protracted economic recession and strong yen, marketing of canned sweet corn, like many other products, has gone through some "price wars" at the retail level

during the past two years. The price per 435 gram (15.34 ounces) can, for example, has ranged from 100 to 160 yen at the retail level. However, during these domestic price fluctuations, the retail price of imported canned sweet corn enjoyed about a 10 to 15 percent price advantage over the equivalent domestic product. This advantage, however, may be difficult to maintain as the yen (currently 112 yen per dollar) weakens.

#### **Policy issues**

The tariff rates for imports of canned sweet corn into Japan are 11.7 percent without added sugar and 16.6 percent with added sugar, while the tariff rate for frozen sweet corn is 11.9 percent.

#### **France**

##### **France is the European Union's (EU) leading producer of sweet corn**

In marketing year 1996/97 (July-June), French canned sweet corn production is forecast at 113,000 tons, net weight, up 3 percent from marketing year 1995/96. Increased plantings and favorable weather conditions were the primary reasons for the rise in production. In 1995, the total area planted to sweet corn in France is estimated 22,430 hectares, up 7

percent from 1994. More than 80 percent of the total area planted to sweet corn in France is located in the southwestern region of the country, Aquitaine.

##### **Sweet corn production in France mainly includes canned products**

Unlike canned sweet corn production, the production of fresh and frozen sweet corn products in France is still relatively minor. Production of frozen sweet corn in 1995 totaled 16,100 tons, up 7 percent from 1994. French frozen sweet corn production accounted for 50 percent of the EU's production in 1995, with Spain producing the remaining half.

Fresh sweet corn production in France is still

marginal, due to French consumers' unfamiliarity with this product, and no significant promotion of the product in French supermarkets.

#### **Harvesting season**

In France, the harvest of sweet corn occurs from mid-July to early September. Most sweet corn producers also grow corn for animal feed, and use the same machinery and similar production techniques in both cultivations. The majority of sweet corn farms are irrigated.

#### **Structure of production sector**

There are approximately 1,900 producers of sweet corn in France, and seven canners: Ardovries, Avril, Bonduelle, Cirio, Daucy, Lomco, and Geant Vert. These processors work in collaboration with cooperatives and/or directly with groups of producers.

#### **Consumption**

The bulk of sweet corn consumed in the EU is canned or frozen. Total French consumption of canned sweet corn in marketing year 1996/97 is forecast at 40,000 tons, up 7 percent from 1995/96. This increase in consumption is based mainly on an expected increase in the number of buyers rather than an increase in the amount purchased per household.

##### **Small opportunity for U.S. canned sweet corn in French market**

In France, the bulk of canned corn is sold in supermarkets, and packaged in metal cans that come in four different sizes: 140 grams, 280 grams, 560 grams and 1,680 grams. Only a small portion is sold in jars.

The French canned sweet corn market is small, but there are definite opportunities for U.S. exports through supermarket promotions. With consumption expected to continue increasing, the potential for expanded U.S. exports could be significant. In 1995, French imports of canned sweet corn from the United States totaled 1,869 tons, up 68 percent from 1994. According to the U.S. Agricultural Counselor in France,

stronger U.S. marketing efforts of canned sweet corn via increased participation of U.S. companies carrying sweet corn at the biennial food show, SIAL, could perhaps increase sales. The most recent show took place in Paris, October 1996.

### **Prices**

According to SECODIP (Consumer Survey Agency), the average retail price for a 280 gram can of sweet corn remained relatively stable, from French Franc 4.15 in 1994 to French Franc 4.14 in 1995.

### **Trade situation**

France has been a net exporter of canned sweet corn since 1989. In calendar year 1995, France exported 69,463 tons of canned sweet corn, up 3 percent from 1994. This increase was due mainly to increased shipments to the United Kingdom, Spain and Italy. Germany and the United Kingdom continue to be France's leading export markets, with 31 and 23 percent of total exports, respectively.

### **Import regulations**

There are no import restrictions for canned sweet corn in France, but the product must be free of L. tryptophane amino acid. Labels for canned food products packed in liquid must indicate the net weight, as well as the drained weight in metric units.

Imports of canned sweet corn into France are subject to a custom duty of 7 percent ad valorem, plus specific levies for imports of canned sweet corn from third countries amounting to 12.9 ECU's per 100 kilograms, net weight. As a result of the Uruguay Round Negotiations, customs duties and levies for imports of canned sweet corn from third countries are slated to decrease by 6 percent, per year, dropping to 5.1 percent ad valorem and 9.4 ECU's per 100 kilograms by the year 2000.

Although processed as a vegetable, sweet corn

is grown like a cereal and therefore the same EU regulations apply as for any other grain. Consequently, EU sweet corn production benefits from the same direct subsidies that EU feed corn production receives under the Common Agricultural Policy (CAP) Reform. Because the European Union classifies sweet corn as a cereal rather than a vegetable for processing, the rise in EU grain prices in 1996 caused an increase of about 10 percent in the cost of raw materials to processors.

## **Taiwan**

### **Production outturn in Taiwan 1996 unchanged**

Production of sweet corn in Taiwan is mainly for fresh consumption. Farmers continue to prefer to sell their corn fresh to grocery outlets and other vendors, because it brings a higher price than does corn sold for processing.

### **Import volume declines**

In calendar year 1995, canned sweet corn imports totaled 17,871 tons, down 8 percent from 1994. Canned sweet corn imports from the United States continued to dominate the Taiwanese market, accounting for a 98 percent market share in 1995. Imports from Thailand, the only other supplier, totaled 291 tons during the same period.

Imports of frozen sweet corn into Taiwan in 1995 totaled 3,659 tons, down 38 percent from 1994. The decline in frozen corn imports is due mainly to the Taiwanese food processing industry, especially those companies that target third country markets, moving off-shore, in part to mainland China. The United States supplied 55 percent of Taiwan's total frozen sweet corn imports in 1995, followed by New Zealand, with 24 percent; Australia, with 14 percent; and Canada, with 6 percent. Shipments from France, the remaining supplier, accounted for less than 1 percent (20 metric tons) of total imports.

Taiwanese exports of both canned and frozen sweet corn remain insignificant, with minor quantities going mostly to Hong Kong.

## **Policy**

The import tariffs for processed sweet corn into Taiwan are 25 percent, CIF for frozen and 17.5 percent, CIF for canned.

## **United Kingdom**

### **Sweet corn production in the United Kingdom remains negligible**

The United Kingdom is not a producer of canned sweet corn, although small amounts of fresh sweet corn are grown and consumed on the cob.

### **Imports account for all of the United Kingdom 's canned sweet corn needs**

In calendar year 1996, canned sweet corn imports into the United Kingdom are forecast at 33,700 tons, down 2 percent from 1995.

### **U.K. consumer preference unchanged**

The major market trend occurring over the past few years has been toward varietal demand. Naturally-sweet varieties continue to be popular, as consumers have moved away from product with added salt and sugar. This is mainly due to increased dietary concerns.

### **British consumers continue to favor low price sweet corn over advertised brands**

In the United Kingdom, supermarkets promote the sale of canned sweet corn three or four times a year by using discounted price promotions. Traders' anecdotal evidence suggests temporary sales increases during discounting, with no long term growth demand. Generic country promotions may increase country share but total demand is unlikely to be affected. Branded promotions increase product awareness and total canned corn sales, but since many consumers purchase only on price, the lowest cost product benefits most. Unlike many other vegetables, which have peak seasonal periods, the demand for canned sweet corn is usually constant throughout the year.

### **Consumers in the United Kingdom prefer canned sweet corn over frozen sweet corn**

U.K.'s consumer preference of canned sweet corn over frozen is mainly due to cheaper prices and smaller pack sizes for canned corn. In the canned vegetable market sweet corn has gained market share at the expense of other vegetables, such as the historical leader, canned peas.

### **Policy requirements**

Canned sweet corn imported into the United Kingdom is governed by the 1990 Food safety Act which regulates all trading of food in the country. This act deals with both food safety and consumer protection.

Also, product packaging must adhere to EU labeling legislation. Canned corn labeled as a store brand will have labeling which adheres to this legislation as the labels are designed by the U.K. supermarkets.

### **U.K. lower import duty**

Imports of canned sweet corn from the United States are subject to the EU import duty of 7 percent (down from 7.5 percent) plus a variable charge of US\$16.18 per 100 kilograms effective October 15, 1996, tariff code 2005800000.

**For further information, contact Emanuel McNeil at (202) 720-2083.**

**United States: Production, Supply and Utilization of Sweet Corn**  
(Metric tons)

<b>Canned, Net Product Weight:</b>	<b>1993</b>	<b>1994</b>	<b>1995</b>	<b>1996 4/</b>
Beginning Stocks	421,990	262,818	415,673	380,388
Production 1/	538,049	780,794	628,749	667,479
Imports 2/ 5/	7,205	9,712	9,101	6,000
Total Supply	967,244	1,053,324	1,053,523	1,053,867
Exports 2/ 5/	173,366	148,945	162,708	166,000
Ending Stocks	262,818	415,673	380,388	366,373
Domestic Utilization	531,160	488,706	510,427	521,494
<b>Frozen, Net Product Weight:</b>				
Beginning Stocks	222,456	168,358	220,152	234,841
Production 3/	309,031	395,042	396,489	355,518
Imports 2/ 5/	9,167	15,128	8,764	9,000
Total Supply	540,654	578,528	633,295	599,359
Exports 2/ 5/	62,307	64,395	61,344	61,000
Ending Stocks	168,358	220,152	234,841	205,220
Domestic Utilization	309,989	293,981	333,492	333,139
<b>Fresh, Farm Weight:</b>				
Beginning Stocks	0	0	0	0
Production	854,305	998,231	975,234	1,043,273
Imports 5/	2,909	4,826	7,038	10,000
Total Supply	857,214	1,003,057	982,272	1,053,273
Exports 5/	34,241	33,772	49,665	45,000
Ending Stocks	0	0	0	0
Domestic Utilization	822,973	969,285	932,607	1,008,273

Source: USDA/Economic Research Service (ERS). 1/ Converted from farm weight equivalent to net product weight by using a factor of 0.406. 2/ U.S. Department of Commerce, Bureau of the Census. 3/ Converted from farm weight equivalent to net weight by using a factor of 0.27. 4/ ERS forecast. 5/ FAS estimates for 1996.

**United States: Exports of Fresh, Canned and Frozen Sweet Corn, Calendar Year  
(Metric tons and Value \$1,000)**

Commodity/ Destination	1993		1994		1995		1996 1/	
	MT	Value	MT	Value	MT	Value	MT	Value
<b>Fresh:</b>	<b>34,241</b>	<b>14,309</b>	<b>33,772</b>	<b>16,488</b>	<b>43,576</b>	<b>18,455</b>	<b>37,638</b>	<b>15,666</b>
Canada	32,010	13,117	29,089	12,466	32,197	12,637	32,412	12,621
Japan	66	52	2,650	2,508	7,944	3,779	2,358	1,133
United Kingdom	1,479	681	920	538	1,041	626	651	486
Mexico	199	109	161	120	36	25	303	95
Switzerland	315	167	214	245	148	224	185	234
Others	172	183	738	611	2,210	1,164	1,729	1,097
<b>Canned:</b>	<b>173,366</b>	<b>132,842</b>	<b>148,945</b>	<b>123,175</b>	<b>162,708</b>	<b>132,920</b>	<b>126,683</b>	<b>104,045</b>
Asia:	97,124	77,328	100,161	87,501	97,090	83,054	81,103	69,453
Japan	56,011	44,585	55,384	46,480	51,514	42,517	39,020	32,218
Taiwan	16,632	14,340	17,748	16,852	14,951	13,305	15,985	13,903
Hong Kong	14,013	9,017	13,070	10,640	13,349	11,047	12,924	10,756
Korea	5,661	5,721	8,046	8,546	9,571	9,855	7,040	7,228
United Kingdom	16,918	11,713	11,015	7,892	14,938	11,688	8,739	6,561
Netherlands	10,114	7,327	6,541	4,010	4,021	2,798	2,209	1,556
Germany	17,791	12,753	5,040	3,790	19,370	14,704	11,173	8,484
Mexico	3,815	3,029	5,520	4,098	2,594	1,800	1,695	1,154
Sweden	4,222	3,211	4,052	3,322	2,739	2,191	3,942	2,962
Canada	3,410	2,455	2,826	1,926	1,953	1,353	1,302	1,048
Norway	3,794	2,785	2,127	1,580	3,114	2,305	4,074	3,036
Others	16,178	12,241	11,663	9,056	16,889	13,027	12,446	9,791
<b>Frozen:</b>	<b>62,307</b>	<b>51,953</b>	<b>64,395</b>	<b>57,443</b>	<b>61,344</b>	<b>53,443</b>	<b>42,554</b>	<b>36,747</b>
Asia:	45,535	38,754	47,275	43,706	44,233	40,349	34,686	30,511
Japan	38,816	33,557	38,341	36,268	38,054	35,287	29,455	26,507
Taiwan	2,081	1,782	4,683	3,827	1,827	1,622	1,005	905
Hong Kong	4,235	3,108	3,545	3,162	3,575	2,784	3,355	2,369
Australia	6,202	4,786	3,434	2,766	2,578	2,084	434	402
Canada	2,117	1,530	3,619	2,927	3,380	2,747	3,008	2,538
Mexico	2,649	1,656	3,531	1,882	1,851	1,068	655	369
EU-15 2/	3,339	2,791	2,491	2,132	2,747	2,032	1,225	823
Others	2,465	2,436	4,045	4,030	6,555	5,163	2,546	2,104

Source: U.S. Department of Commerce, Bureau of the Census. 1/ January to September. 2/ Prior to 1994 data included EU-12.

**United States: Imports of Fresh, Canned and Frozen Sweet Corn, Calendar Year  
(Metric tons and Value \$1,000)**

<b>Commodity/ Origin</b>	<b>1993</b>		<b>1994</b>		<b>1995</b>		<b>1996 1/</b>	
	<b>MT</b>	<b>Value</b>	<b>MT</b>	<b>Value</b>	<b>MT</b>	<b>Value</b>	<b>MT</b>	<b>Value</b>
<b>Fresh:</b>	<b>2,909</b>	<b>1,345</b>	<b>4,826</b>	<b>2,590</b>	<b>7,038</b>	<b>3,365</b>	<b>7,903</b>	<b>3,839</b>
Mexico	2,649	1,243	4,045	2,141	6,006	2,941	7,184	3,534
Canada	245	81	184	103	797	196	719	302
Costa Rica	10	20	592	337	217	214	0	0
Others	5	1	5	9	18	14	1	3
<b>Canned:</b>	<b>7,205</b>	<b>5,697</b>	<b>9,712</b>	<b>7,633</b>	<b>9,101</b>	<b>7,742</b>	<b>2,741</b>	<b>2,259</b>
Thailand	6,099	4,952	5,648	4,750	6,574	5,709	2,056	1,859
Mexico	285	251	16	12	0	0	17	18
Canada	563	309	2,958	2,210	2,267	1,807	665	374
Indonesia	258	174	82	73	208	170	0	0
Australia	0	0	454	258	0	0	0	0
New Zealand	0	0	496	260	0	0	0	0
Others	0	11	58	70	52	56	3	8
<b>Frozen:</b>	<b>9,167</b>	<b>6,055</b>	<b>15,128</b>	<b>11,431</b>	<b>8,764</b>	<b>6,802</b>	<b>6,178</b>	<b>4,731</b>
Canada	8,767	5,791	10,933	8,247	8,305	6,312	5,838	4,421
Israel	0	0	1,582	1,453	0	0	0	0
Chile	0	0	480	309	0	0	0	0
South Africa	0	0	977	706	0	0	0	0
Dom. Rep.	149	72	421	172	227	251	80	100
Mexico	52	30	349	228	118	71	231	133
Others	199	162	386	316	114	168	29	77

Source: U.S. Department of Commerce, Bureau of the Census. 1/ January to September.

## A Historical Perspective on the U.S.-EU Canned Fruit Agreement

Ten years after the inception of the Canned Fruit Agreement (CFA) in 1985, the European Union (EU) continues to increase subsidies, production and exports of canned peaches. EU production increased from 386,000 tons in 1985 to over 549,000 tons in 1995. In 1985 the EU became a net exporter of canned peaches. Exports to third countries during the last 10 years increased from 10,600 tons to 167,000 tons. Since the beginning of the canned fruit regime, the EU's share of world exports increased from 30 to 76 percent. Now other producing countries are beginning to voice concern over excessive EU practices and some major EU producers are publicly indicating that it may be time to implement some real reform.

### The Canned Fruit Agreement (CFA)

The 1985 CFA was the result of a threatened Section 301 action and a favorable GATT panel report that determined it was illegal for EU canners to be subsidized: "aids granted to EU processors nullify and impair tariff concessions granted by the EU on canned fruit products." The USTR threatened Section 301 retaliation unless the U.S. and EU resolved differences by December 1, 1985. On November 29, 1985 the EU/U.S. CFA was signed by EU Commissioner Willy DeClerq and U.S. Trade Representative (USTR) Clayton Yeutter. The EU agreed to specific reductions in processing aids to peaches for the 1986 pack and in subsequent years to set processing aid to peaches..."in such a way as not to subsidize the processing operation for peaches in syrup either canned as such or as part of fruit mixture."

The CFA has been amended twice since 1985, once in 1989 and again in 1992. In 1989 an exchange of letters between EU Agricultural Commissioner Ray MacSharry and USTR Carla Hills clarified the formula used to establish compliance: the EU processing aid shall not be greater than the difference between the minimum grower price (MGP) and the agreed upon world price (WP). This difference is the Net Cost to Processors. Put another way, the Net Cost to Processors shall be equal to or greater than the WP. In 1992 an exchange of letters between EU

Commissioner Ray MacSharry and USTR Carla

Hills settled several methodological issues by: 1) authorizing sources of price data and exchange rates; 2) setting the manner for determining the trade-weighted world market price (WP); 3) setting a formula for calculating the Monetary Differential Amount (MDA) to be used to adjust for differences between the green local and local currency market rates.

The CFA's language calls for limits on the level of compensation (subsidy) due processors, who in theory must buy high-priced raw fruit from growers. It is important to remember that throughout the discussions of the Canned Fruit Accord, analysis is on the basis of fresh fruit equivalents, for example, canned product on a fresh-weight basis.

### Growing Greek Competition

Since the conclusion of the CFA, in 1985, and the 1989 and 1992 amendments, Greek exports to third countries have continued to increase. In 1985 the EU became a net exporter of canned peaches. Net exports that year were 10,600 tons and have steadily increased to 167,800 tons in 1994.

Several factors may explain the continued increase in Greek canned peach exports.

The CFA "formula", which includes the Average

World Price and Processor Aids, directly addresses neither the open-ended, escalating, withdrawal program nor other, non-fruit aids to processors such as sugar export rebates. The CFA does not discipline the surplus-generating effect of high minimum grower prices (MGP). While a processing threshold exists, it has always been set above total production so as to encourage continued surpluses.

These practices and payments have encouraged a huge oversupply of peaches, providing ample opportunity for EU canners to negotiate prices net of the subsidy at levels below the CFA-mandated Average World Price. Greek canners are still able to 1) procure fresh fruit at prices below the Minimum Grower Price; and 2) delay payment to grower co-ops for several months, constituting a subsidy to canners. As a result the system has institutionalized oversupply of fresh fruit by shielding canners from seasonal fluctuations in fruit availability faced by canners from other countries.

In November 1995 the EU Commission, in an auditors report, documented numerous irregularities with respect to withdrawal payments, sampling, sorting and weighing of fruit, and payments of the MGP by the canners to the growers.

#### **DEFENSE OF DOMESTIC MARKETS**

At present few producing countries can compete against the EU in its domestic market, some have difficulty competing in third country markets and a few have had to defend their domestic markets with anti-dumping and countervailing duty actions.

In late June 1996 the Brazilian Government established a tax of 40 percent, in agreement with the AEC (common external tariff 2001) as a protective measure to their peach industry. This caused canned peaches in transit from Greece intended for Brazil to be shipped to a free zone in Uruguay for eventual importation into Argentina.

Consequently, significant quantities of extremely low-priced Greek peaches entered Argentina. In response, Argentina increased the import duty on

canned peaches, from 20 percent ad-valorem by \$0.20/kg, from all origins, excluding MERCOSUR as of September 1, 1996. In addition, imports from non-MERCOSUR countries are now assessed a 3 percent statistical tax, and a countervailing duty (CVD) is applied to imports from EU countries. With these charges, the total import charges on Greek canned peaches increases to about 49 percent of the landed value, versus 35 percent previously charged.

In 1992 Australia imposed countervailing duties calculated at A\$4.38 and A\$4.54 per carton (24 Kg gross) on canned peaches shipped from Greece and Spain respectively. The Anti-Dumping Authority is currently conducting investigations into whether these measures should be maintained. Anti-dumping duties were also placed on product from China.

#### **INDUSTRY CALLS TO END SUBSIDIES**

In October 1996, industry delegates from eight countries, (Argentina, Australia, Chile, Greece, Italy, Spain, South Africa, and the United States), constituting the majority of canned deciduous fruit production, met in Skydra, Greece, at the World Canned Deciduous Fruit Conference. The issue of subsidized peach production dominated the conference. Six of the eight countries, including Greece, agreed to a resolution committing delegates to pursue all available means to achieve substantial, progressive, and speedy reform of world canned fruit subsidy practices, tariffs and other unfair trade policies in order to promote the objectives of the World Trade Organization, establish multilateral understanding, sound trading norms and a prosperous global canned fruit market.

Only Spain and Italy opposed the resolution. The general view at the conference was that if the EU's subsidy payment has to be eliminated, so does adherence to a minimum grower price for canning fruit.

#### **CONCERTED INTERNATIONAL ACTION**

In November 1996 the governments of Argentina, Australia, Brazil, Chile, South Africa and the United States sent a joint letter to the EU

Commission requesting reform of the Canned Fruit Regime. This is the first time that the governments of the world's major canned fruit producers have united in common cause to seek redress against these excessive EU practices.

### **IS CAP REFORM THE ANSWER?**

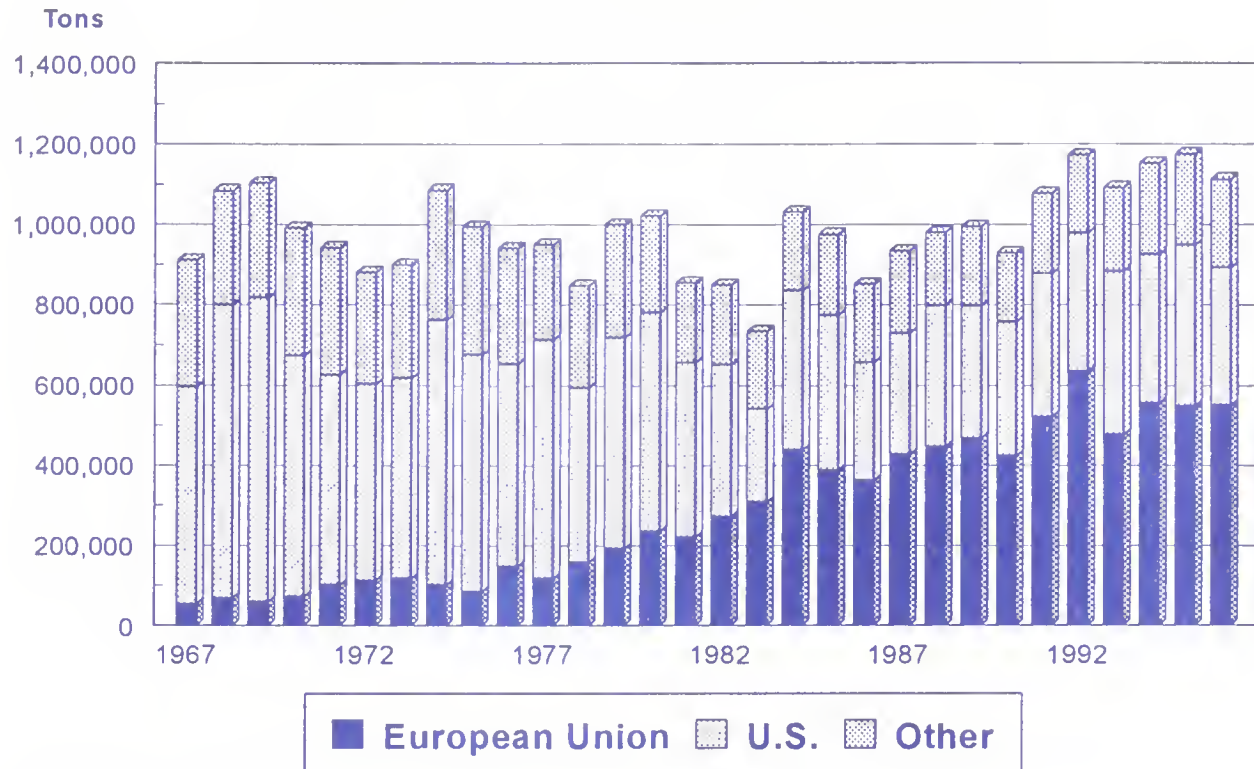
The EU has sought for several years CAP (Common Agricultural Policy) reform of its fruit and vegetable sector, including parts of the Canned Fruit Regime. The reform package accepted in July 1996 by the Council of Agricultural Ministers may: (1) reduce withdrawal prices, (2) permit supplemental producer-sourced withdrawal funding and (3) limit the quantity of fruit eligible for withdrawal compensation. It remains to be seen whether the new CAP Reform package, due to be implemented in January 1997, will fully address the factors earlier noted that have enabled Greece to steadily expand exports at the expense of other countries.

Most observers believe that the following measures will be required in any policy that can effectively restore the competitive relationship between the EU and the rest of the world's canned fruit producers: (1) a phase-down in total subsidies, (2) an enhanced grubbing-up program for peach orchards, and (3) disciplines to deter EU processors from procuring canning fruit below the minimum grower price.

The following graphs demonstrate the full extent of the EU's dominance in global canned peach trade and the wide scale market disruption resulting from that dominance.

**For further information, contact Robert Knapp at (202) 720-4620.**

## World Canned Peach Production



Source: FAS PSD

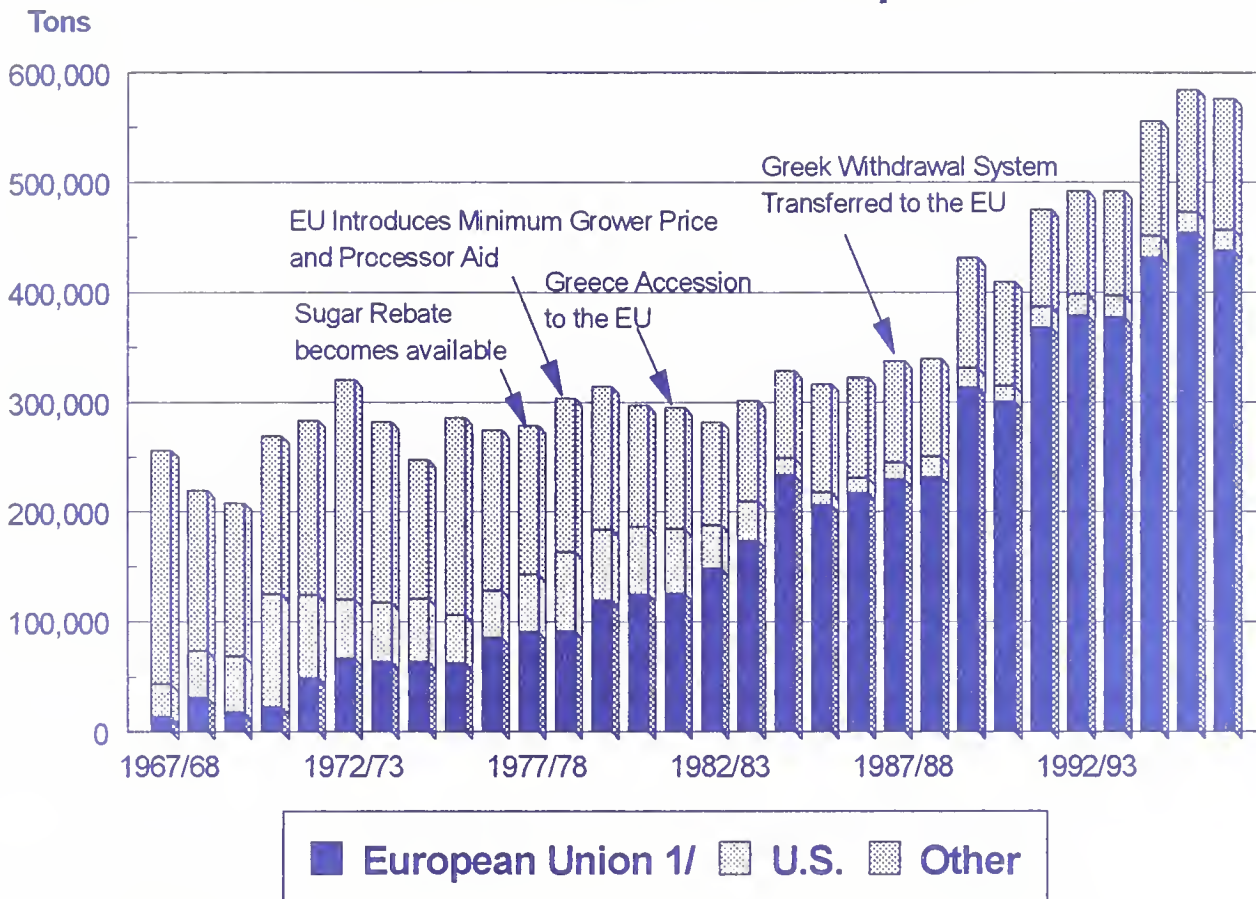
Despite relatively flat world production, world exports have increased well over 100 percent.

The average canned pack is around 936,000 tons, but has fluctuated as much as 25 percent from this figure due to weather affected fresh peach production.

What is notable is the growth in the EU's share of production compared to the rest of the world's.

From 1978 to 1983 the EU's share jumped from 12 to 42 percent and now accounts for almost 50 percent of world production.

## World Canned Peach Exports



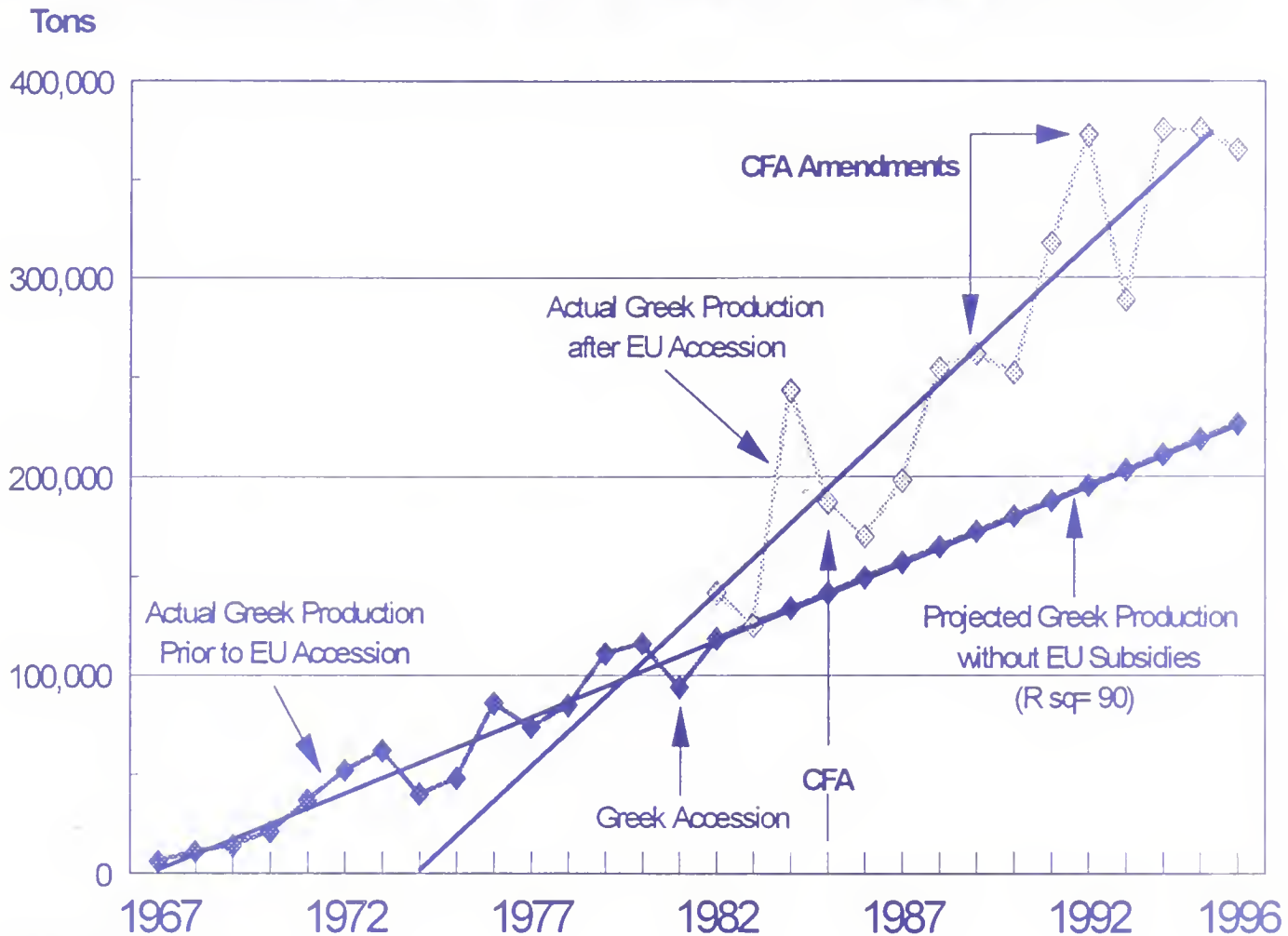
Source: FAS PSD

1/ Includes intra-EU trade.

World shipments have increased over 309,000 tons but the EU's shipments increased over 425,000 tons, while shipments by all other countries declined 116,000 tons.

U.S. and other suppliers, once competitive in world trade, cannot hope to capture third country markets and must stave off EU subsidized exports into their domestic markets through anti-dumping and countervailing duty actions.

## EU Subsidies Dramatically Increased Greek Canned Peach Production Over Unsubsidized Production Trend



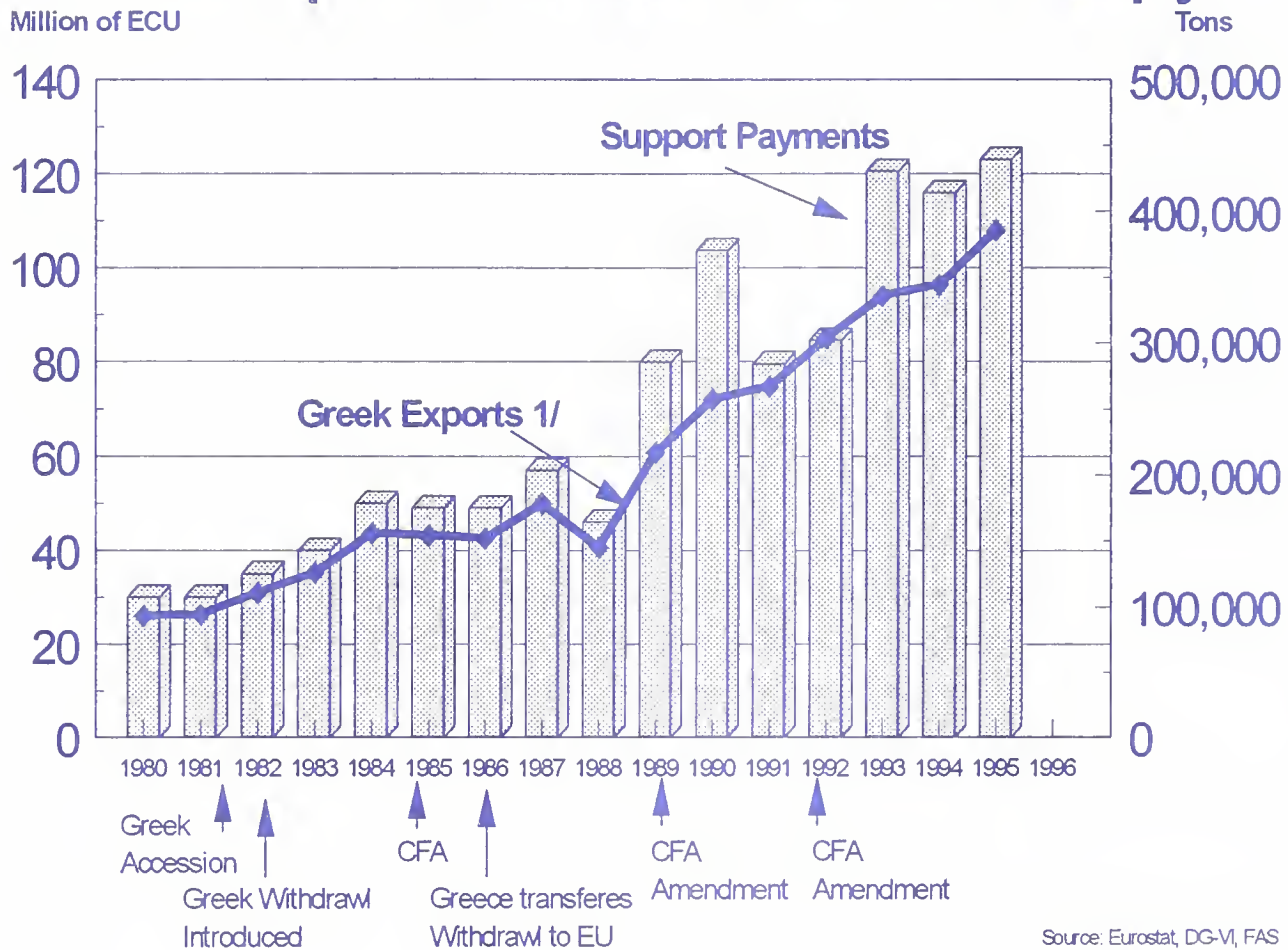
Source: FAS PSD

Since accession to the EU, Greek cling peach producers and canners have received substantial subsidies.

The average subsidy, for just the processing aid and withdrawal payments, for the years 1989 through 1994, was 320 ecu (\$379) for each ton packed.

Despite the theoretical limitations imposed by the Canned Fruit Agreement (CFA), excessive subsidies have boosted production beyond market demand.

## EU Support Payments to Greece and Greek Exports to the World Both Rose Sharply



1/ Includes intra-EU trade.

There is a direct correlation between the level of EU subsidies and the volume of Greek exports of canned peaches.

Greece exports over 95% of its canned peach pack.

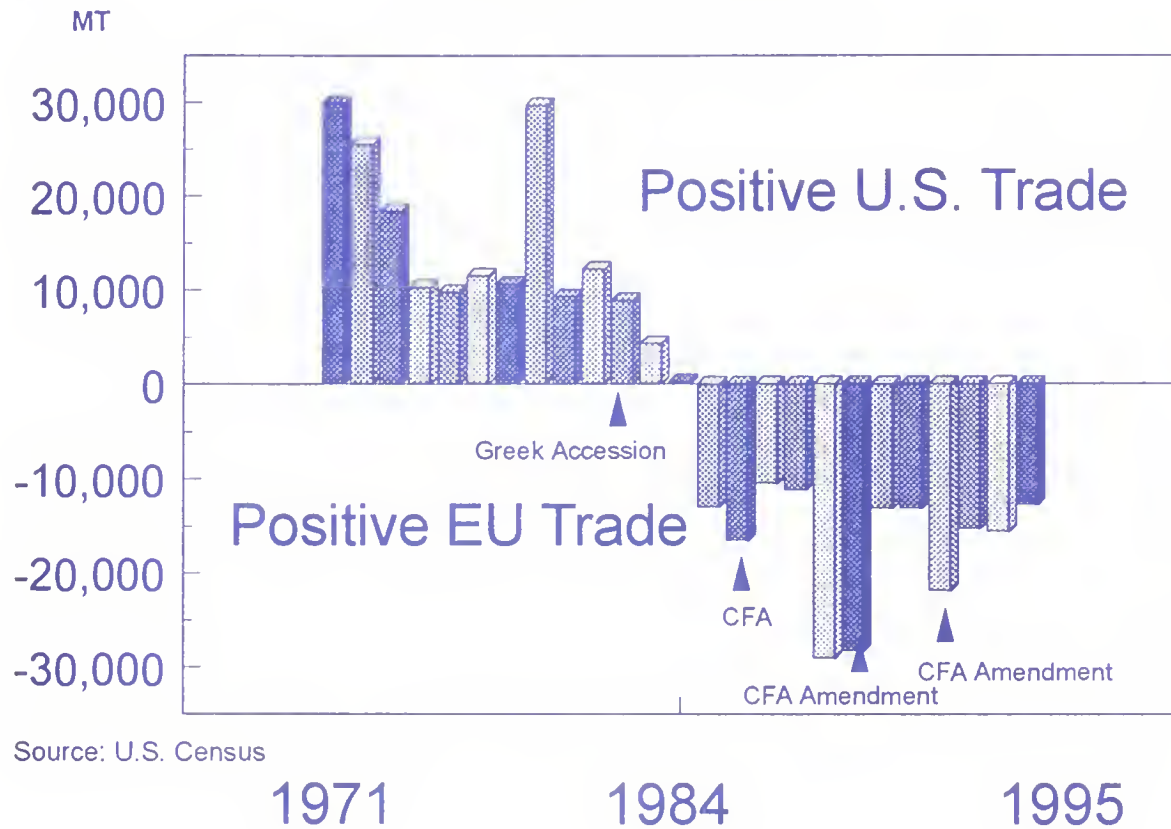
Neither the canned fruit agreement (CFA) nor any of its subsequent amendments have controlled either excessive expenditure or unbridled, subsidized Greek exports.

The subsidies pictured in the above graph represent only two, the Withdrawal Payments and the Processor Aids. During the life of the Canned Fruit Regime, other lucrative benefits have been made available to peach growers, including low cost

## EU Subsidies Reversed the Flow of Bilateral Canned Peach Trade

### Net U.S. - EU Trade

Calendar Years 1971 - 1995

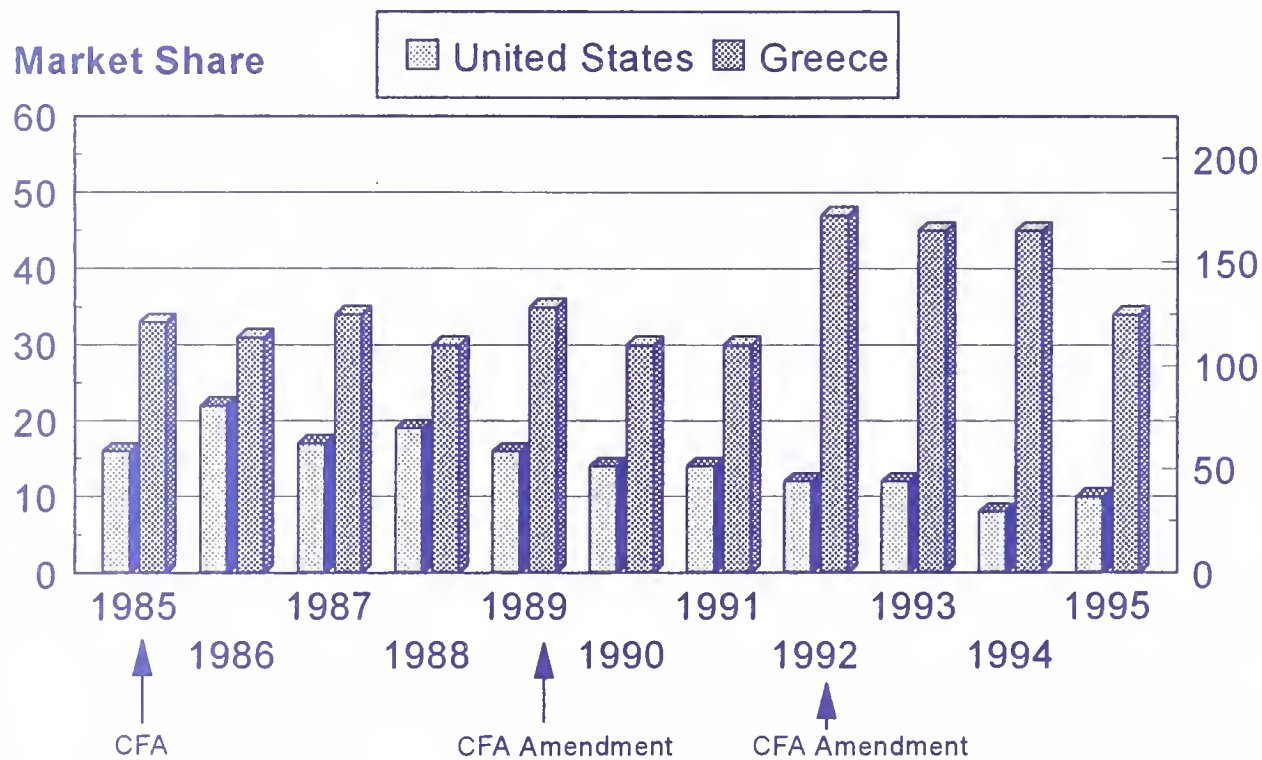


loans, debt forgiveness, and tax relief programs.

Excessive EU expenditures to support peach production and processing have reversed the U.S.-EU trade position.

Ever-expanding Greek exports have eliminated the U.S. presence in the EU and have reduced U.S. domestic sales.

# U.S. Loses Third Country Export Markets <sup>1/</sup> to Greece



<sup>1/</sup> Japan, Canada, Mexico

The excessive expenditures have led to rampant Greek exports harming U.S. market share in third country markets.

Since 1984, canned peach imports, by leading countries, have increased over 180 percent. The U.S. market share has fallen while Greece's has increased.

The canned fruit agreement has not corrected this situation.

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
OCT 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH FRUIT											
FR. APPLES(JUL)	MT										
TAIWAN		21,854	19,907	35,090	39,878	101,650	15,012	12,062	24,420	26,057	72,448
MEXICO		974	983	16,996	13,931	80,802	502	416	8,846	6,954	41,697
CANADA		6,909	7,746	27,659	31,980	78,790	4,506	5,650	21,033	24,376	62,246
HONG KONG		2,928	3,585	18,276	14,143	49,741	1,784	2,289	11,222	9,112	31,788
INDONESIA		4,103	5,266	16,031	15,299	49,455	2,712	3,575	10,419	11,377	33,534
EU 15		2,085	2,562	6,376	7,535	35,480	1,213	1,556	3,797	4,551	21,366
OTHER		19,671	26,016	40,812	48,414	166,636	11,567	14,432	25,791	29,932	104,109
Subtotal:-----		58,523	66,065	161,240	171,180	562,555	37,297	39,979	105,529	112,360	367,188
FR. PEARS(JUL)	MT										
CANADA		7,544	6,029	20,228	21,006	44,348	4,841	4,822	13,683	15,886	31,557
MEXICO		2,095	3,923	6,864	10,787	28,430	1,067	2,017	3,555	5,434	14,384
8RA21L		5,350	12,444	8,157	13,599	21,747	2,489	5,272	3,882	6,063	9,522
EU 15		1,867	746	1,061	874	11,582	368	333	1,481	415	5,090
TAIWAN		1,473	790	2,472	1,442	11,438	919	493	1,502	1,015	6,655
OTHER		3,882	3,569	6,476	4,954	25,768	2,185	2,279	3,906	3,433	15,361
Subtotal:-----		21,210	27,502	45,258	52,662	143,313	11,868	15,214	27,009	32,246	82,570
APRICOTS(MAY)	MT										
CANADA		70	0	2,574	2,247	2,679	80	0	3,503	3,217	3,632
EU 15		163	1	353	216	431	126	19	737	238	796
MEXICO		15	48	324	178	324	19	44	289	142	289
HONG KONG		0	0	222	0	222	0	0	611	0	611
OTHER		72	39	430	269	596	58	24	658	213	773
Subtotal:-----		320	89	3,903	2,911	4,252	284	86	5,798	3,811	6,102
FR. CHERRIES(MAY)	MT										
JAPAN		0	2	17,170	13,124	17,183	0	17	110,553	80,071	110,610
EU 15		763	314	5,255	6,481	9,184	618	318	9,256	14,910	12,873
CANADA		12	0	3,388	4,722	3,492	10	0	8,571	12,558	8,773
NETHERLANDS		296	262	1,486	2,308	3,233	237	228	1,362	2,335	2,712
8ELGIUM-LUXEM8OU		448	0	1,622	761	2,826	368	0	1,274	765	2,804
TAIWAN		0	0	2,098	3,232	2,120	0	0	6,325	10,921	6,428
OTHER		31	16	1,551	2,439	1,714	73	56	4,123	7,816	4,364
Subtotal:-----		806	332	29,462	29,998	33,692	701	391	138,827	126,276	143,048
PEACH-NECTRN(HAY)	MT										
CANADA		176	378	39,206	40,919	40,277	232	413	40,957	40,302	42,457
MEXICO		561	989	11,674	8,560	11,693	349	578	5,159	4,384	5,164
TAIWAN		0	15	9,818	16,159	9,818	0	25	11,033	18,132	11,033
OTHER		300	202	4,363	8,250	4,752	283	245	3,727	7,735	3,966
Subtotal:-----		1,037	1,583	65,055	73,889	66,534	864	1,261	60,868	70,553	62,612
PLUH-PRUNES(MAY)	MT										
CANADA		480	277	13,588	21,604	14,364	645	328	19,517	19,158	20,733
TAIWAN		261	59	13,885	21,360	14,000	291	43	14,979	19,346	15,084
HONG KONG		206	285	5,427	12,027	5,459	244	290	6,088	10,838	6,119
OTHER		714	895	4,289	10,835	4,590	537	723	4,666	9,370	4,969
Subtotal:-----		1,661	1,516	37,189	65,825	38,413	1,716	1,385	45,249	58,712	46,905
FR. AVOCADOS(OCT)	MT										
EU 15		1,327	785	1,327	785	5,984	844	646	844	646	4,918
NETHERLANDS		941	637	941	637	4,178	600	480	600	480	3,271
JAPAN		65	0	65	0	2,784	78	0	78	0	5,866
CANADA		171	89	171	89	1,183	172	80	172	80	1,272
UNITED KINGDOM		187	37	187	37	1,034	131	49	131	49	943
OTHER		0	42	0	42	139	0	52	0	52	286
Subtotal:-----		1,563	917	1,563	917	10,090	1,094	778	1,094	778	12,342
FR. KIWI FRUIT(OCT)	MT										
CANADA		92	328	92	328	2,339	124	372	124	372	2,939
KOREA, REPUBLIC		54	75	54	75	1,572	106	120	106	120	2,640
TAIWAN		15	0	15	0	509	25	0	25	0	831
JAPAN		7	0	7	0	338	5	0	5	0	293
OTHER		7	1	7	1	557	6	7	6	7	676
Subtotal:-----		175	404	175	404	5,315	265	499	265	499	7,378
FRESH GRAPES (MAY)	MT										
CANADA		19,549	13,699	87,133	76,218	103,704	19,816	18,218	95,991	90,835	118,691
HONG KONG		5,773	8,116	18,706	31,607	30,319	7,163	12,655	25,337	46,684	40,706
TAIWAN		3,535	4,081	9,536	14,072	12,897	4,374	5,098	12,274	18,403	16,002
MEXICO		2,367	2,862	4,600	4,674	12,813	2,216	2,733	3,967	4,216	12,074
OTHER		11,311	11,881	32,648	37,362	67,159	15,604	18,240	45,890	56,440	90,470
Subtotal:-----		42,535	40,639	152,622	163,932	226,892	49,173	56,943	183,458	216,577	277,943
FR. STRAWBERRIS(JAN)	MT										
CANADA		1,999	2,054	36,204	39,622	37,075	2,359	2,261	48,548	50,165	51,078
JAPAN		1,448	1,387	5,672	5,369	6,653	5,664	5,613	20,656	21,462	24,166
MEXICO		688	117	3,002	2,120	3,002	557	241	2,396	2,085	2,396
EU 15		342	303	2,498	3,124	2,696	725	874	5,856	8,788	6,343
OTHER		99	40	958	600	1,093	366	82	2,764	1,640	3,171
Subtotal:-----		4,575	3,901	48,333	50,834	50,518	9,670	9,072	80,220	84,141	87,154
FR. ORNG INC THPL(NOV)	MT										
CANADA		5,149	5,545	178,854	176,012	178,854	3,137	3,184	86,917	88,806	86,917
JAPAN		1,113	170	168,591	124,446	168,591	1,115	158	117,639	84,819	117,639
HONG KONG		8,823	4,360	128,098	101,408	128,098	4,430	2,524	65,705	51,892	65,705
OTHER		1,139	915	100,574	106,529	100,574	723	647	53,495	59,290	53,495
Subtotal:-----		16,224	10,990	576,116	508,396	576,116	9,405	6,513	323,756	284,807	323,756
FR. GRPFRIT(SEP)	MT										
JAPAN		17,242	10,099	18,584	11,056	242,518	11,145	6,564	12,137	7,296	144,608
EU 15		9,244	12,822	11,175	12,983	140,157	4,208	5,395	5,139	5,476	62,116
CANADA		8,497	9,002	11,191	10,958	72,102	3,723	3,764	5,303	4,869	29,421
FRANCE		3,518	4,041	4,281	4,062	54,680	1,601	1,670	1,949	1,680	24,071
NETHERLANDS		3,499	5,263	4,460	5,346	47,857	1,595	2,160	2,085	2,203	21,251
OTHER		921	1,802	1,527	2,691	45,174	562	1,060	916	1,624	24,090
Subtotal:-----		35,903	33,725	42,477	37,687	499,950	19,638	16,784	23,496	19,265	260,234
FR. TANGERINES(NOV)	MT										
CANADA		1,191	1,133	10,651	13,556	10,661	1,004	1,100	9,619	11,526	9,619
JAPAN		0	0	662	1,191	662	0	0	843	1,129	843
OTHER		2	0	1,230	2,372	1,230	3	0	1,100	2,527	1,100
Subtotal:-----		1,192	1,133	12,543	17,118	12,543	1,007	1,100	11,563	15,182	11,563

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COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
<b>CANNED FRUIT</b>											
CND PEACH&NECT(JUN)	MT										
CANADA		520	436	2,239	1,434	5,589	433	546	2,019	1,714	5,285
JAPAN		366	220	1,723	931	4,290	391	236	1,837	977	4,530
KOREA, REPUBLIC		425	229	1,280	558	2,495	330	196	1,035	473	2,031
TAIWAN		25	69	969	622	1,852	30	67	873	568	1,649
OTHER		525	1,189	3,498	2,928	7,068	506	1,192	3,246	2,937	6,644
Subtotal:-----		1,862	2,143	9,709	6,474	21,293	1,690	2,237	9,011	6,668	20,139
CNO PEARS(JUN)	MT										
CANADA		968	354	1,852	1,268	5,669	872	389	1,618	1,358	5,086
JAPAN		78	7	304	203	623	74	11	303	180	589
OTHER		44	85	284	255	1,023	38	70	257	218	995
Subtotal:-----		1,090	446	2,439	1,726	7,315	984	471	2,178	1,756	6,670
CND PNEAPL(JAN)	MT										
JAPAN		125	48	978	403	1,130	108	56	906	416	1,021
CANADA		110	43	831	1,096	959	114	37	836	1,123	964
EU_15		75	0	779	421	855	48	0	600	370	665
GERMANY		75	0	619	173	696	48	0	468	171	532
MEXICO		40	0	117	54	184	30	0	86	46	142
OTHER		24	71	452	690	489	20	63	458	591	496
Subtotal:-----		375	162	3,157	2,664	3,618	321	156	2,886	2,546	3,288
FRT MIXTURES(JUN)	MT										
CANADA		645	701	2,191	2,925	5,531	783	858	2,833	3,579	6,954
PHILIPPINES		665	808	1,923	3,264	4,313	752	942	2,306	3,909	5,012
JAPAN		271	194	1,547	1,252	4,163	300	255	1,864	1,499	4,855
SINGAPORE		692	414	1,839	983	3,124	796	487	2,066	1,179	3,495
HONG KONG		245	224	1,490	1,288	2,793	262	273	1,686	1,493	3,192
OTHER		554	761	2,543	2,458	6,342	627	943	3,020	3,037	7,421
Subtotal:-----		3,073	3,102	11,532	12,171	26,266	3,521	3,758	13,776	14,698	30,930
<b>DRIED FRUIT</b>											
DRO RAISINS(AUG)	MT										
EU_15		7,112	7,144	20,361	20,155	56,132	11,530	12,143	31,610	33,380	91,112
UNITED KINGDOM		3,408	3,228	10,007	9,967	27,630	5,310	6,008	14,983	17,169	44,647
JAPAN		1,757	3,976	6,480	8,888	25,038	2,534	6,378	10,171	14,466	39,409
CANADA		1,258	982	3,794	3,731	10,447	2,491	1,896	7,894	7,608	21,000
GERMANY		991	1,247	3,007	2,708	9,210	1,482	1,892	4,338	4,021	14,128
OTHER		3,545	3,910	8,085	8,486	27,007	6,420	7,093	14,184	14,241	47,596
Subtotal:-----		13,671	16,012	38,718	41,260	118,624	22,976	27,509	63,859	69,695	199,116
DRO PRUNES(AUG)	MT										
EU_15		5,067	4,179	10,605	9,856	34,588	11,920	8,842	25,237	21,769	80,958
JAPAN		1,315	670	3,859	2,536	13,183	2,627	1,577	8,705	5,203	28,583
GERMANY		1,512	1,308	3,112	3,045	11,492	3,765	2,677	7,298	6,660	26,842
ITALY		1,270	659	2,280	1,466	6,593	2,837	1,545	5,325	3,620	16,373
UNITED KINGDOM		436	509	1,049	5,489	916	1,025	2,314	2,298	11,449	9,782
CANADA		293	361	979	1,094	4,167	761	861	2,444	2,577	9,782
OTHER		1,254	2,069	2,810	4,997	9,731	2,705	4,122	6,086	9,379	20,682
Subtotal:-----		7,929	7,279	18,253	18,483	61,669	18,013	15,402	42,471	38,928	140,006
<b>FRUIT JUICES(SSE)</b>											
ORNG JU CNC (DEC)	KL										
EU_15		6,609	7,157	143,508	170,103	148,694	2,323	3,671	57,708	52,814	59,417
NETHERLANDS		1,971	460	64,220	56,056	65,493	814	288	29,391	22,305	29,793
FRANCE		2,599	5,879	40,084	91,231	42,004	836	2,807	13,792	18,748	14,383
CANADA		3,086	2,098	29,818	25,749	31,993	4,706	3,768	49,742	44,792	53,116
KOREA, REPUBLIC		76	1,551	18,038	18,004	19,230	33	1,356	10,454	12,954	10,999
JAPAN		3,775	1,740	17,133	47,349	18,017	1,389	1,553	11,567	25,439	12,347
OTHER		6,071	3,192	66,200	45,865	71,989	2,218	1,592	28,200	19,411	31,600
Subtotal:-----		19,618	15,738	274,698	307,070	289,923	10,669	11,941	157,671	155,409	167,479
ORNG JU NTCNC(DEC)	KL										
CANADA		8,805	9,314	82,685	93,496	88,874	6,426	6,202	59,817	65,698	64,450
EU_15		79	3,178	40,343	30,306	40,805	70	2,084	22,664	19,532	22,965
BELGIUM-LUXEMBOU		0	3,095	23,918	18,589	23,918	0	2,015	13,154	11,861	13,154
UNITED KINGDOM		61	7	10,916	6,273	11,324	55	8	6,470	4,383	6,715
OTHER		2,225	1,507	20,458	21,715	23,107	1,659	1,232	14,998	17,764	16,933
Subtotal:-----		11,109	13,999	143,486	145,517	152,786	8,156	9,517	97,479	102,994	104,348
GRPFRT JU CNC (DEC)	KL										
EU_15		805	2,651	25,153	29,667	26,579	375	1,319	15,433	16,308	16,416
NETHERLANDS		41	471	15,691	9,330	15,777	75	339	10,947	6,434	11,070
JAPAN		1,278	896	13,900	19,561	14,625	1,024	747	13,859	16,522	14,377
ARGENTINA		0	42	4,399	360	4,496	0	30	1,348	275	1,371
GERMANY		20	199	3,451	1,413	3,910	15	97	1,622	834	1,853
ISRAEL		320	503	3,352	5,378	3,553	126	143	1,055	1,500	1,257
OTHER		613	739	5,051	7,231	5,617	712	696	6,748	7,649	7,257
Subtotal:-----		3,015	4,832	51,856	62,195	54,870	2,237	2,935	38,443	42,254	40,678
<b>FRESH VEGETABLES</b>											
FR ASPARAGUS(OCT)	MT										
JAPAN		0	0	0	0	6,276	0	0	0	0	27,674
CANADA		68	99	68	99	4,567	220	267	220	267	12,488
SWITZERLAND		0	0	0	0	1,988	0	0	0	0	6,598
EU_15		43	1	43	1	1,304	74	3	74	3	4,194
OTHER		8	6	8	6	209	18	7	18	7	713
Subtotal:-----		119	106	119	106	14,344	313	277	313	277	51,666
FR ONIONS(OCT)	MT										
CANADA		6,298	7,102	6,298	7,102	103,048	2,115	2,466	2,115	2,466	36,260
JAPAN		10,165	10,850	10,165	10,850	79,476	2,154	2,565	2,154	2,565	19,360
OTHER		6,288	17,114	6,288	17,114	41,923	1,993	6,577	1,993	6,577	14,119
Subtotal:-----		22,752	35,066	22,752	35,066	224,447	6,262	11,608	6,262	11,608	69,739
<b>CANNED VEGETABLES</b>											
CNO SWT CORN(AUG)	MT										
EU_15		4,432	2,899	10,506	7,677	46,309	3,411	1,869	8,360	5,266	35,341
JAPAN		3,108	5,535	7,888	13,665	45,654	2,415	4,564	11,754	36,328	36,581
TAIWAN		1,261	1,391	4,103	4,285	21,174	1,014	1,147	3,511	3,709	18,564
GERMANY		2,251	220	5,114	1,047	18,415	1,758	150	4,101	762	14,218
HONG KONG		1,443	1,559	3,515	3,705	17,451	1,203	1,302	2,910	3,206	14,333
UNITED KINGDOM		853	1,671	2,347	3,280	13,042	666	948	1,960	2,023	10,029
OTHER		2,992	3,768	8,620	9,490	35,753	2,316	3,121	7,199	8,599	29,581
Subtotal:-----		13,237	15,152	34,632	38,821	166,341	10,359	12,001	28,309	32,534	134,401

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COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
CANNED VEGETABLES											
CNO TOM PAS(JUL)	MT										
CANADA		7,506	7,390	20,640	24,690	45,326	6,315	5,855	17,238	18,019	37,231
JAPAN		1,168	399	2,936	3,252	12,354	945	410	2,413	2,671	10,120
EU_15		20	77	20	2,317	6,190	16	51	16	1,441	4,313
KOREA, REPUBLIC		1,149	119	1,656	1,245	5,908	1,055	98	1,609	990	5,421
ITALY		0	0	0	1,883	5,255	0	0	0	1,055	3,369
OTHER		2,477	3,852	5,257	11,941	17,863	1,596	2,870	3,933	8,070	13,681
Subtotal:-----		12,319	11,838	30,508	43,445	87,641	9,928	9,284	25,208	31,190	70,767
CNO TOM SAUCE(JUL)											
CNO TOM SAUCE(JUL)	MT										
CANADA		4,849	6,403	17,475	20,965	54,007	4,789	5,675	16,748	18,815	49,485
JAPAN		629	524	1,574	1,774	6,116	742	658	1,556	2,211	6,143
EU_15		296	553	1,081	2,049	5,305	389	623	1,466	2,430	5,929
OTHER		1,673	1,256	4,635	4,899	14,992	1,548	1,205	4,825	4,553	15,589
Subtotal:-----		7,446	8,736	24,765	29,688	80,420	7,468	8,161	24,595	28,010	77,147
FRZD VEGETABLES											
FZN SWT CORN(JUL)	MT										
JAPAN		4,177	3,155	12,176	12,288	40,120	3,530	3,000	11,030	11,550	35,756
HONG KONG		208	560	1,135	1,816	3,872	192	416	908	1,255	2,878
CANADA		193	132	810	1,009	3,323	177	122	703	845	2,852
OTHER		1,634	1,295	5,105	3,323	11,658	1,215	1,086	3,831	2,662	9,012
Subtotal:-----		6,213	5,143	19,226	18,436	58,972	5,115	4,624	16,472	16,312	50,498
FZN F FRY(JUL)											
FZN F FRY(JUL)	MT										
JAPAN		14,352	16,128	55,888	59,513	183,767	10,456	11,977	40,681	43,854	135,152
KOREA, REPUBLIC		1,337	2,310	5,604	8,511	21,956	990	1,683	4,142	6,082	15,721
HONG KONG		1,892	2,299	7,942	9,114	21,136	1,264	1,495	5,222	6,046	13,999
OTHER		9,270	10,906	46,206	43,846	123,078	7,165	8,337	34,995	32,579	91,407
Subtotal:-----		26,851	31,643	115,641	120,983	349,937	19,875	23,490	85,040	88,560	256,280
TREE NUTS											
ALMONDS UNSH(JUL)	MT										
INDIA		1,148	1,001	2,652	5,085	6,323	2,779	2,431	6,403	12,650	15,128
JAPAN		379	307	2,511	4,57	4,669	998	753	6,341	1,116	12,500
EU_15		699	1,285	1,389	3,356	3,457	1,683	2,941	3,337	7,502	8,031
GERMANY		291	383	570	1,087	1,178	705	890	1,405	2,561	2,883
OTHER		325	949	761	2,236	2,331	843	2,250	1,917	5,341	5,655
Subtotal:-----		2,551	3,542	7,313	11,133	16,779	6,302	8,376	17,998	26,609	41,315
ALMOND SH/PREP(JUL)											
ALMOND SH/PREP(JUL)	MT										
EU_15		19,536	20,484	59,127	63,540	170,076	60,379	97,732	209,119	290,242	559,077
GERMANY		6,653	7,310	22,737	24,654	62,871	24,401	33,947	85,707	107,684	211,429
JAPAN		3,258	1,732	10,138	7,489	40,454	7,072	9,951	29,176	39,458	93,254
NETHERLANDS		3,193	2,040	7,656	6,708	20,915	7,709	9,505	20,955	29,441	53,497
FRANCE		1,702	1,739	4,635	6,130	18,587	4,401	8,809	16,202	28,432	57,972
CANADA		2,876	1,128	6,163	3,563	16,726	6,135	5,611	15,971	16,306	41,184
OTHER		8,442	5,587	18,956	15,091	54,490	17,037	26,028	46,814	68,680	135,794
Subtotal:-----		34,112	28,931	94,382	89,683	281,745	90,622	139,322	301,081	414,687	829,318
WALNUTS SH(AUG)											
WALNUTS SH(AUG)	MT										
JAPAN		598	482	1,360	1,613	7,676	1,827	2,128	4,576	7,404	31,804
EU_15		895	1,114	1,414	1,894	5,116	2,337	2,936	3,712	4,968	11,865
CANADA		295	407	600	912	2,110	1,094	1,313	2,187	2,976	7,678
SPAIN		399	463	573	782	1,794	813	1,419	1,236	1,844	3,998
ISRAEL		80	234	247	357	1,459	288	1,184	992	1,827	6,776
OTHER		250	497	664	971	3,931	813	1,761	2,094	3,271	12,495
Subtotal:-----		2,117	2,733	4,283	5,747	20,291	6,359	9,322	13,562	20,445	70,618
WALNUTS UNSH(AUG)											
WALNUTS UNSH(AUG)	MT										
EU_15		29,952	32,549	31,140	38,396	48,199	57,555	70,598	59,783	83,454	92,596
GERMANY		10,322	8,234	10,562	10,456	14,603	19,932	18,266	20,373	22,982	27,908
SPAIN		7,489	8,615	7,948	9,556	13,877	13,715	17,473	14,558	19,477	25,912
ITALY		5,305	7,671	5,444	8,250	9,842	10,311	16,957	10,573	18,268	19,021
NETHERLANDS		2,734	4,866	2,976	6,235	4,135	5,474	10,908	5,955	14,022	8,223
OTHER		2,076	3,693	2,501	4,139	9,266	4,129	7,901	4,947	8,785	17,962
Subtotal:-----		32,027	36,242	33,642	42,535	57,464	61,683	78,499	64,730	92,239	110,558
HOPS&PRODUCTS											
HOP BELTS(SEP)	MT										
8RAZIL		114	4	158	40	2,168	604	28	799	240	11,226
CANADA		121	127	154	222	1,397	787	942	961	1,595	9,232
EU_15		55	166	96	171	628	278	1,268	500	1,308	3,253
JAPAN		0	0	0	0	326	0	0	0	0	4,664
OTHER		157	34	198	82	1,006	672	366	845	741	4,951
Subtotal:-----		447	332	606	516	5,524	2,341	2,605	3,105	3,883	29,926
HOP EXTRACT(SEP)											
HOP EXTRACT(SEP)	MT										
EU_15		119	80	150	175	1,438	2,243	1,469	2,698	2,811	21,474
MEXICO		1	15	25	27	489	13	246	291	415	13,202
GERMANY		33	8	33	60	467	508	248	508	742	6,539
COLOMBIA		0	16	0	59	345	0	617	0	1,781	3,144
8RAZIL		52	21	57	117	313	648	345	733	1,539	3,624
UNITED KINGDOM		24	4	45	13	300	324	52	563	219	3,884
OTHER		59	44	92	111	945	916	824	1,444	1,719	15,361
Subtotal:-----		230	176	322	489	3,530	3,820	3,502	5,166	8,266	56,806
HOPS, NSPF(SEP)											
HOPS, NSPF(SEP)	MT										
EU_15		677	332	1,048	395	2,279	3,013	1,590	4,943	1,977	11,478
GERMANY		567	223	833	263	1,604	2,487	876	3,658	1,127	7,204
UNITED KINGDOM		98	109	170	132	605	443	715	960	851	3,875
MEXICO		0	0	0	0	342	0	0	0	0	2,129
OTHER		18	22	18	55	515	230	287	233	589	4,485
Subtotal:-----		695	353	1,067	450	3,135	3,242	1,877	5,176	2,566	18,092
WINE											
GRAPE WINE(JAN)	KL										
EU_15		6,894	7,456	47,159	63,608	55,735	12,080	14,201	77,234	126,070	93,678
UNITED KINGDOM		4,210	3,763	27,415	32,947	32,530	6,890	7,836	47,917	69,828	58,288
CANADA		2,715	3,328	22,371	27,572	27,167	5,433	8,185	40,495	54,218	50,421
JAPAN		1,191	1,839	13,660	14,052	16,441	2,295	2,975	23,082	23,959	28,072
SWITZERLAND		178	683	6,324	6,884	8,250	282	1,037	10,217	11,194	13,023
OTHER		2,069	3,382	18,465	23,282	23,481	3,325	5,624	27,149	37,452	35,122
Subtotal:-----		13,048	16,688	107,979	135,400	131,073	23,415	32,022	178,176	252,894	220,316

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
OCT 96

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
<b>FR FRT &amp; MLNS</b>											
FR APPLES(JUL)	MT										
NEW ZEALAND		0	0	11,332	18,540	49,027	0	0	15,086	17,258	52,798
CANADA		17,993	21,490	28,193	31,668	71,873	5,020	5,708	8,539	9,836	27,528
OTHER		10	0	9,619	9,186	47,829	10	0	5,532	3,021	22,624
Subtotal:-----		18,003	21,490	49,145	59,394	168,729	5,030	5,708	29,157	30,115	102,950
<b>FR PEARS(JUL)</b>											
CHILE	MT	0	0	18	90	33,339	0	0	6	28	15,642
ARGENTINA		0	0	0	0	15,637	0	0	0	0	10,261
OTHER		372	232	497	315	8,366	1,261	641	1,384	835	8,109
Subtotal:-----		372	232	515	405	57,341	1,261	641	1,390	863	34,013
<b>APRICOT (MAY)</b>											
CHILE	MT	0	0	0	0	1,344	0	0	0	0	1,604
NEW ZEALAND		0	0	0	0	310	0	0	0	0	852
OTHER		0	1	6	76	16	0	2	9	160	22
Subtotal:-----		0	1	6	76	1,670	0	2	9	160	2,477
<b>PEACH-NEC(MAY)</b>											
CHILE	MT	0	5	0	8	40,677	0	13	0	15	30,485
OTHER		8	15	232	455	392	6	14	221	411	416
Subtotal:-----		8	20	232	462	41,069	6	27	221	426	30,901
<b>PLUM-PRUNE(MAY)</b>											
CHILE	MT	0	0	2	280	19,665	0	0	6	312	16,487
OTHER		61	29	132	162	214	97	30	202	209	310
Subtotal:-----		61	29	135	442	19,879	97	30	209	521	16,797
<b>FRESH GRAPES (MAY)</b>											
CHILE	MT	0	0	1,600	4,208	273,685	0	0	1,201	4,072	250,990
MEXICO		0	0	80,492	59,956	80,569	0	0	82,696	86,724	82,797
OTHER		274	2,198	1,658	3,105	5,250	370	589	819	1,010	4,141
Subtotal:-----		274	2,198	83,750	67,268	359,503	370	589	84,716	91,806	337,929
<b>FR RASPBRY(JAN)</b>											
CANADA	MT	0	1	6,362	4,624	6,362	3	5	11,568	9,071	11,568
OTHER		63	23	1,200	1,323	1,664	398	50	4,092	3,964	5,695
Subtotal:-----		64	24	7,562	5,947	8,026	401	55	15,659	13,036	17,263
<b>FR STRAWBIS(JAN)</b>											
MEXICO	MT	1	0	24,818	27,868	25,894	1	0	42,113	50,632	43,626
OTHER		13	22	156	478	790	39	23	343	626	2,077
Subtotal:-----		14	22	24,974	28,346	26,684	40	23	42,457	51,259	45,702
<b>FR BANANA(JAN)</b>											
COSTA RICA	MT	87,953	75,394	803,371	790,785	958,125	27,639	24,521	257,031	253,558	306,323
ECUADOR		71,939	63,886	799,019	719,282	931,548	19,466	17,974	220,549	200,782	256,231
OTHER		170,162	172,499	1,484,521	1,677,456	1,774,148	47,271	48,653	422,353	473,133	499,891
Subtotal:-----		330,054	311,780	3,086,910	3,187,522	3,663,821	94,375	91,148	899,933	927,473	1,062,445
<b>FR MANGO(JAN)</b>											
MEXICO	MT	18	0	114,746	139,258	114,746	32	0	100,600	80,580	100,600
OTHER		830	2,649	23,422	25,026	27,647	1,448	3,608	17,452	18,626	23,031
Subtotal:-----		848	2,649	138,169	164,284	142,393	1,480	3,608	118,051	99,206	123,631
<b>FR PINAPLE(JAN)</b>											
COSTA RICA	MT	6,444	8,662	65,101	65,800	76,991	2,352	3,992	23,119	26,089	27,389
HONDURAS		2,161	1,165	27,696	24,422	33,148	496	322	7,861	6,792	8,972
OTHER		727	1,500	10,909	18,548	12,525	186	437	2,735	5,944	3,234
Subtotal:-----		9,332	11,328	103,706	108,769	122,664	3,035	4,750	33,715	38,825	39,596
<b>FR CANTLPE(MAY)</b>											
MEXICO	MT	2,375	5,648	29,805	43,401	130,065	779	924	9,552	12,090	39,141
COSTA RICA		0	0	5,291	3,210	61,327	0	0	2,133	1,217	28,640
GUATEMALA		0	0	4,722	4,739	5,075	0	0	1,518	1,818	15,890
OTHER		0	0	3,133	5,211	77,095	0	0	763	1,178	20,169
Subtotal:-----		2,375	5,648	42,950	56,562	323,563	779	924	13,967	16,303	103,840
<b>FR MELON,OT(MAY)</b>											
MEXICO	MT	3,783	0	16,029	9,723	55,740	1,229	0	5,856	3,186	19,311
COSTA RICA		0	0	970	590	17,027	0	0	391	210	7,408
OTHER		96	0	3,839	3,928	48,588	49	0	990	1,620	17,302
Subtotal:-----		3,879	0	20,837	14,241	121,354	1,278	0	7,237	5,016	44,022
<b>FR ORANGES(NOV)</b>											
AUSTRALIA	MT	0	27	5,523	11,550	5,523	0	35	6,391	17,652	6,391
MEXICO		0	30	7,589	7,432	7,589	0	10	2,922	3,205	2,922
OTHER		636	360	4,926	4,193	4,926	212	148	1,652	1,550	1,652
Subtotal:-----		636	417	18,038	23,175	18,038	212	193	10,967	22,408	10,967
<b>CANEO FRUIT</b>											
<b>CNO MANORN, SATSUM (JAN)</b>											
EU_15	MT	1,054	1,340	28,542	26,413	32,925	1,095	1,226	28,417	28,473	33,445
SPAIN		1,050	1,319	28,512	26,370	32,892	1,072	1,184	28,316	28,352	33,336
CHINA, PEOPLES R		143	1,965	11,960	27,929	12,593	169	2,110	10,995	28,994	11,638
OTHER		119	200	1,972	2,455	2,196	124	214	2,251	2,904	2,520
Subtotal:-----		1,316	3,505	42,474	56,797	47,714	1,388	3,550	41,663	60,371	47,603
<b>CNO BLK OLV(NOV)</b>											
EU_15	MT	1,008	793	10,964	13,352	10,964	2,372	1,903	24,733	31,610	24,733
SPAIN		859	672	9,197	11,459	9,197	1,935	1,579	20,510	26,739	20,510
MOROCCO		254	286	5,215	6,347	5,215	584	672	10,441	14,563	10,441
OTHER		27	37	115	162	115	54	89	245	372	245
Subtotal:-----		1,290	1,116	16,303	19,861	16,303	3,009	2,664	35,440	46,545	35,440
<b>CNO GRN OLV(NOV)</b>											
EU_15	MT	3,758	4,152	33,202	32,529	33,202	11,968	11,976	100,701	94,375	100,701
SPAIN		3,751	4,111	32,838	32,305	32,838	11,943	11,783	99,890	93,667	99,890
OTHER		106	57	2,245	1,489	2,245	171	79	3,528	2,763	3,528
Subtotal:-----		3,865	4,209	35,447	34,018	35,447	12,138	12,054	104,229	97,128	104,229
<b>CNO PEACH(JUN)</b>											
EU_15	MT	1,189	4,190	3,927	9,695	10,568	779	2,735	2,429	6,298	7,087
GREECE		1,178	3,250	3,880	8,679	10,489	745	2,036	2,315	5,494	6,898
OTHER		691	338	1,919	1,762	3,532	496	232	1,349	1,270	2,539
Subtotal:-----		1,880	4,528	5,847	11,456	14,100	1,276	2,967	3,778	7,569	9,626
<b>CNO PINAPLE(JAN)</b>											
PHILIPPINES	MT	12,069	13,426	103,009	107,519	124,605	8,005	9,016	58,162	69,786	72,287
THAILAND		5,072	2,670	93,703	71,092	99,474	2,904	1,784	49,400	50,218	53,336
OTHER		11,460	8,408	54,676	79,454	71,416	4,680	6,581	23,139	50,808	31,492
Subtotal:-----		28,601	24,505	251,389	258,065	295,495	15,590	17,381	130,701	170,813	157,115
<b>ORIO FRUIT</b>											
<b>ORO APRCT(JUL)</b>											
TURKEY	MT	1,020	1,157	3,583	3,145	14,091	2,056	2,892	6,601	7,841	28,562
OTHER		70	40	209	198	533	202	78	695	669	1,576
Subtotal:-----		1,090	1,197	3,792	3,344	14,625	2,258	2,971	7,296	8,510	30,138

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
OCT 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY	REGION	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
DRY FRUIT											
DATES(SEP)	MT										
PAKISTAN		134	31	134	48	3,172	113	19	113	42	3,170
CHINA, PEOPLES R		6	15	6	40	620	18	20	18	45	1,103
ISRAEL		43	0	69	18	522	123	0	207	47	1,088
OTHER		129	84	164	117	338	235	228	291	287	607
Subtotal:-----		312	130	374	223	4,652	489	267	630	421	5,968
ORO FIG(SEP)											
EU-15	MT	518	594	687	720	823	1,205	1,384	1,604	1,671	1,919
GREECE		502	584	671	710	802	1,161	1,348	1,560	1,635	1,849
TURKEY		50	182	50	182	678	114	412	114	412	1,239
MEXICO		90	133	205	246	307	273	336	663	610	916
OTHER		0	0	2	4	45	0	0	5	4	73
Subtotal:-----		658	909	944	1,152	1,853	1,592	2,132	2,386	2,698	4,147
ORO RAISIN(AUG)											
MEXICO	MT	1,073	1,016	3,293	3,767	8,370	920	984	2,651	3,474	7,796
CHILE		179	143	673	693	1,724	184	171	781	816	2,006
OTHER		98	79	348	161	2,013	92	87	343	183	2,045
Subtotal:-----		1,350	1,238	4,314	4,621	12,107	1,196	1,242	3,775	4,474	11,847
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
ARGENTINA		24,461	5,545	127,746	102,963	314,057	9,309	1,981	45,944	34,935	110,229
EU-15		8,486	31,901	36,227	63,342	219,220	3,684	11,347	14,969	24,117	92,527
GERMANY		6,153	15,703	19,861	43,673	159,519	2,743	5,482	8,406	16,541	65,955
OTHER		28,850	24,677	93,312	109,687	305,039	8,825	10,006	31,067	43,970	114,986
Subtotal:-----		61,798	62,124	257,285	275,992	838,316	21,818	23,334	91,980	103,022	317,741
FCOJ(OEC)											
BRAZIL	KL	16,550	118,585	309,907	578,467	390,548	3,559	28,535	63,691	145,218	82,477
MEXICO		8,958	8,225	242,463	148,168	248,924	2,227	2,297	57,867	43,625	59,483
OTHER		4,812	1,960	81,341	96,592	86,074	1,253	469	19,403	29,251	20,438
Subtotal:-----		30,320	128,770	633,711	823,227	725,546	7,039	31,302	140,961	218,094	162,397
GRAPE JU(JAN)											
ARGENTINA	KL	10,853	11,605	31,685	153,359	51,315	2,562	3,305	7,928	41,637	12,785
CHILE		1,607	1,688	10,068	24,891	14,711	410	688	2,868	7,552	4,076
OTHER		1,516	6,698	20,186	19,804	22,740	668	2,664	8,003	9,402	9,260
Subtotal:-----		13,975	19,991	61,939	198,055	88,766	3,640	6,658	18,799	58,591	26,121
PNEAPL JUCN(JAN)											
THAILAND	KL	2,044	3,338	88,191	91,525	97,211	433	1,315	15,725	30,411	18,019
PHILIPPINES		12,652	13,935	90,605	83,910	114,084	1,845	2,706	12,528	13,834	16,167
OTHER		4,049	5,032	18,522	38,511	26,319	890	1,591	4,312	12,185	6,517
Subtotal:-----		18,745	22,305	197,318	213,946	237,613	3,167	5,612	32,565	56,430	40,703
PNEAPL JUNC(JAN)											
PHILIPPINES	KL	3,063	5,162	44,700	32,323	51,400	941	1,582	13,865	10,028	16,003
THAILAND		139	448	10,064	12,418	10,013	105	331	8,137	6,566	10,398
OTHER		1,941	99	10,988	9,727	14,794	314	55	2,073	1,936	2,635
Subtotal:-----		5,143	5,709	65,752	54,468	84,208	1,360	1,969	24,075	18,529	29,036
FROZEN FRUIT											
FZN STRBRY(OEC)	MT	-									
MEXICO		149	230	25,728	20,478	26,227	113	182	24,182	16,610	24,480
OTHER		0	1	688	240	701	137	113	2,171	738	2,239
Subtotal:-----		149	231	26,416	20,718	26,928	250	294	26,353	17,348	26,719
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		116	78	116	78	18,611	141	71	141	71	20,030
OTHER		20	106	20	106	692	19	91	19	91	623
Subtotal:-----		136	185	136	185	19,302	159	162	159	162	20,653
FR CARROT(OCT)	MT										
CANADA		11,182	10,485	11,182	10,485	67,654	2,921	2,251	2,921	2,251	18,424
MEXICO		963	1,776	963	1,776	33,599	154	342	154	342	5,624
OTHER		2	29	2	29	690	2	11	2	11	250
Subtotal:-----		12,148	12,290	12,148	12,290	101,943	3,078	2,604	3,078	2,604	24,298
FR CABBAGE(OCT)	MT										
CANADA		4,061	1,918	4,061	1,918	28,206	1,112	384	1,112	384	7,631
MEXICO		1,072	471	1,072	471	13,301	178	77	178	77	2,358
OTHER		0	1	0	1	22	1	2	1	2	18
Subtotal:-----		5,133	2,390	5,133	2,390	41,529	1,291	463	1,291	463	10,007
FR CELERY(OCT)	MT										
MEXICO		0	0	0	0	23,076	0	0	0	0	4,797
OTHER		343	751	343	751	3,416	87	224	87	224	1,139
Subtotal:-----		343	751	343	751	26,492	87	224	87	224	5,936
FR CUCMBR(OCT)	MT										
MEXICO		5,933	9,389	5,933	9,389	277,516	1,233	3,545	1,233	3,545	106,236
OTHER		462	502	462	502	18,391	569	649	569	649	9,372
Subtotal:-----		6,395	9,890	6,395	9,890	295,907	1,802	4,194	1,802	4,194	115,608
FR CAULFLWR(OCT)	MT										
CANADA		322	149	322	149	5,990	101	72	101	72	2,378
OTHER		0	2	0	2	1,012	0	3	0	3	405
Subtotal:-----		322	151	322	151	7,003	101	74	101	74	2,783
FR GARLIC(OCT)	MT										
MEXICO		83	121	83	121	16,715	72	273	72	273	19,521
OTHER		452	506	452	506	5,723	488	645	488	645	7,691
Subtotal:-----		535	627	535	627	22,438	560	919	560	919	27,212
FR ONION(OCT)	MT										
MEXICO		3,627	5,357	3,627	5,357	219,900	4,685	7,016	4,685	7,016	126,837
OTHER		2,503	4,444	2,503	4,444	45,365	1,054	1,545	1,054	1,545	18,842
Subtotal:-----		6,131	9,801	6,131	9,801	265,265	5,739	8,560	5,739	8,560	145,679
FR PEPPERS(OCT)	MT										
MEXICO		11,251	11,856	11,251	11,856	243,766	5,143	4,796	5,143	4,796	140,762
EU-15		1,352	1,886	1,352	1,886	16,915	2,406	3,272	2,406	3,272	42,732
NETHERLANDS		1,324	1,857	1,324	1,857	16,601	2,353	3,219	2,353	3,219	41,735
OTHER		967	1,109	967	1,109	8,876	1,063	1,191	1,063	1,191	15,908
Subtotal:-----		13,570	14,852	13,570	14,852	269,558	8,612	9,259	8,612	9,259	199,403
FR SEED POT(OCT)	MT										
CANADA		287	2,409	287	2,409	136,546	73	815	73	815	26,550
OTHER		0	0	0	0	89	4	0	4	0	58
Subtotal:-----		288	2,409	288	2,409	136,635	76	815	76	815	26,607
FR TBL POT(OCT)	MT										
CANADA		36,691	22,785	36,691	22,785	353,273	6,548	4,559	6,548	4,559	71,973
OTHER		0	0	0	0	0	0	0	0	0	0
Subtotal:-----		36,691	22,785	36,691	22,785	353,273	6,548	4,559	6,548	4,559	71,973

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
OCT 96

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH VEGETABLES											
FR TOMATO(OCT)	MT										
MEXICO		27,687	33,149	27,687	33,149	677,452	15,388	18,591	15,388	18,591	595,875
OTHER		2,050	3,987	2,050	3,987	47,170	3,318	6,739	3,318	6,739	84,102
Subtotal:-----		29,737	37,137	29,737	37,137	724,621	18,706	25,330	18,706	25,330	679,977
FR ASPARG(OCT)	MT										
MEXICO		195	89	195	89	18,317	384	197	384	197	32,841
PERU		1,665	1,660	1,665	1,660	10,048	3,280	2,822	3,280	2,822	18,802
OTHER		1,447	2,164	1,447	2,164	4,969	1,498	2,228	1,498	2,228	6,513
Subtotal:-----		3,306	3,913	3,306	3,913	33,333	5,162	5,247	5,162	5,247	58,156
CANNED VEGETABLES											
CND TOM PST(JUL)	MT										
MEXICO		3	0	3	0	7,987	2	0	2	0	5,149
ISRAEL		343	796	1,446	1,959	3,549	266	614	1,251	1,590	2,929
CHILE		128	19	1,849	116	2,349	114	12	1,374	81	1,810
OTHER		293	91	597	309	1,351	345	101	586	325	1,373
Subtotal:-----		766	906	3,894	2,384	15,236	726	728	3,213	1,995	11,261
CNO TOM SAUCE(JUL)	MT										
EU_15		787	459	1,940	2,172	6,605	875	948	1,855	3,605	9,995
CANADA		2,340	400	4,927	1,427	10,790	1,528	362	3,349	1,263	7,386
SPAIN		160	223	259	850	2,038	549	800	2,918	2,918	7,081
OTHER		562	449	3,245	1,132	6,222	345	774	3,125	1,629	5,395
Subtotal:-----		3,689	1,308	10,112	4,731	23,616	2,748	2,084	8,329	6,496	22,776
CND TOMATO(JUL)	MT										
ISRAEL		1,506	2,129	12,645	2,634	19,674	927	1,171	7,887	1,440	11,947
EU_15		2,129	3,690	6,272	9,369	20,409	533	1,391	1,668	3,178	5,747
CHILE		1,352	173	6,016	2,690	11,725	632	89	2,701	1,318	5,569
ITALY		2,112	3,540	6,089	8,598	19,475	528	1,335	1,600	2,946	5,508
OTHER		335	763	840	2,464	6,871	160	384	375	1,226	3,479
Subtotal:-----		5,322	6,755	25,773	17,157	58,679	2,252	3,035	12,631	7,162	26,743
CND MSHROOM(JUL)	MT										
CHINA, PEOPLES R		921	2,359	9,775	11,541	23,912	1,973	3,558	21,255	18,292	46,720
INDONESIA		1,277	1,157	4,858	4,975	14,579	3,309	2,522	12,728	11,059	35,124
OTHER		1,714	1,393	7,050	5,517	18,725	4,190	3,167	17,006	11,841	43,290
Subtotal:-----		3,913	4,909	21,682	22,033	57,215	9,471	9,248	50,989	41,192	125,134
FROZEN VEGETABLES											
FZN BROCLI(SEP)	MT										
MEXICO		12,754	13,426	23,932	23,820	160,546	7,063	8,195	13,327	14,334	86,277
GUATEMALA		2,494	2,620	5,777	5,273	22,464	1,869	1,839	4,331	3,811	16,479
OTHER		23	1	23	1	67	9	2	9	2	48
Subtotal:-----		15,271	16,047	29,732	29,095	183,077	8,941	10,036	17,667	18,146	102,804
FZN CAULFLR(SEP)	MT										
MEXICO		2,466	2,688	3,449	3,803	16,387	1,556	1,856	2,203	2,675	10,062
OTHER		247	195	343	275	1,847	188	121	253	181	1,331
Subtotal:-----		2,713	2,883	3,792	4,078	18,234	1,744	1,977	2,456	2,855	11,393
FZN POTATO(SEP)	MT										
CANADA		13,925	19,400	25,132	34,346	178,331	8,543	11,885	15,382	21,182	109,287
OTHER		5	42	23	48	283	10	56	39	75	407
Subtotal:-----		13,931	19,442	25,155	34,395	178,614	8,553	11,941	15,421	21,256	109,693
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
TURKEY		30	5	105	5	230	78	24	273	24	609
OTHER		0	0	8	0	54	0	0	12	0	162
Subtotal:-----		30	5	113	5	284	78	24	285	24	771
CASHEW NUT(AUG)	MT										
INDIA		2,412	2,619	8,049	9,718	27,355	12,112	13,339	37,550	50,374	134,902
BRAZIL		1,803	1,585	5,184	6,542	25,018	5,168	7,980	25,290	30,767	121,183
OTHER		491	1,778	1,264	2,194	5,085	2,312	3,297	5,638	9,513	22,976
Subtotal:-----		4,705	5,082	14,496	18,454	57,458	23,592	24,616	68,478	90,653	279,061
FILBERTS(AUG)	MT										
TURKEY		111	300	1,366	481	4,395	394	980	4,930	1,502	14,816
OTHER		249	17	376	31	658	288	85	470	142	1,142
Subtotal:-----		360	317	1,743	512	5,053	682	1,064	5,400	1,644	15,958
PECANS NSH(SEP)	MT										
MEXICO		1,665	907	1,999	1,169	20,122	2,035	856	2,544	1,054	27,608
OTHER		0	0	0	0	0	0	0	0	0	0
Subtotal:-----		1,665	907	1,999	1,169	20,122	2,035	856	2,544	1,054	27,608
WINES											
CHMP&SPRY WN(JAN)	KL										
EU_15		6,945	6,789	22,582	23,273	29,944	68,193	71,233	220,335	247,443	288,832
FRANCE		2,270	2,289	7,553	8,546	9,930	46,915	48,048	154,652	176,358	200,949
ITALY		3,009	3,256	8,704	8,489	11,200	14,019	17,437	39,314	43,837	50,900
OTHER		64	40	195	171	277	311	158	744	614	1,051
Subtotal:-----		7,009	6,828	22,778	23,444	30,222	68,504	71,390	221,079	248,057	289,884
FT&VERM WN(JAN)	KL										
EU_15		1,723	2,222	11,411	12,460	13,386	7,434	11,943	49,892	61,667	58,756
PORTUGAL		275	562	1,477	2,180	1,761	2,422	6,529	15,588	25,972	18,828
ITALY		1,048	1,135	6,272	6,822	7,204	2,721	2,920	15,360	17,915	17,526
SPAIN		241	335	2,888	2,338	3,466	1,212	1,468	14,434	11,462	16,754
OTHER		41	26	304	278	381	175	131	1,246	1,395	1,568
Subtotal:-----		1,765	2,249	11,715	12,737	13,766	7,609	12,074	51,137	63,061	60,324
OTH GP WINE(JAN)	KL										
EU_15		21,283	24,614	145,222	175,465	177,249	85,265	93,243	532,171	652,613	662,411
FRANCE		7,792	9,649	48,163	65,649	60,100	47,516	46,014	268,982	310,815	340,241
ITALY		10,802	12,065	78,589	90,245	94,502	28,732	36,213	201,392	271,560	245,296
OTHER		4,997	9,258	41,198	71,810	51,104	13,863	22,834	104,617	171,549	128,815
Subtotal:-----		26,280	33,872	186,421	247,274	228,353	99,128	116,077	636,787	824,162	791,226
OTH WN PROO(JAN)	KL										
JAPAN		141	190	1,342	1,420	1,599	549	878	6,195	6,346	7,428
EU_15		622	628	4,180	4,446	5,180	766	709	5,763	5,313	6,959
UNITED KINGDOM		252	134	2,287	2,502	2,711	272	123	2,898	2,446	3,340
OTHER		193	169	1,622	1,838	1,998	318	220	2,340	2,322	2,857
Subtotal:-----		956	987	7,144	7,704	8,777	1,634	1,808	14,298	13,981	17,244
CUT FLOWERS											
ROSES(JAN)	NONE										
COLOMBIA		0	0	0	0	0	7,459	7,450	85,913	106,626	99,585
ECUADOR		0	0	0	0	0	2,512	3,370	22,752	30,670	27,952
OTHER		0	0	0	0	0	1,417	1,526	22,629	20,814	24,604
Subtotal:-----		0	0	0	0	0	11,389	12,346	131,294	158,110	152,141
CARNATIONS(JAN)	NONE										
COLOMBIA		0	0	0	0	0	8,350	6,399	88,498	101,536	109,471
OTHER		0	0	0	0	0	190	373	3,281	4,588	3,995
Subtotal:-----		0	0	0	0	0	8,539	6,773	91,780	106,124	113,466

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**February 24 and 25, 1997  
Washington, D.C.**

Presented by the U.S. Department of Agriculture

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**February 24 and 25, 1997  
Washington, D.C.**

Presented by the U.S. Department of Agriculture

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